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Front cover photograph

A kaleidoscope of lights, sounds and colour surrounded the viewer at 'London Now', a spectacular British promotion staged by Dayton's, Minneapolis, with the assistance of the Board of Trade, in October. 'Spectrum', 'Kaleido-Sphere', 'Kinema' and 'Voices/Graphics' pavilions combined with film, tape, slides and transparencies to give a multi-image impression of the 'swinging city'. The promotion, another example of successful and rewarding co-operation between an important department store and the official services, was visited by HRH Princess Alexandra and the Hon. Angus Ogilvie. This week's *Journal* contains a four-page supplement on British store promotions overseas.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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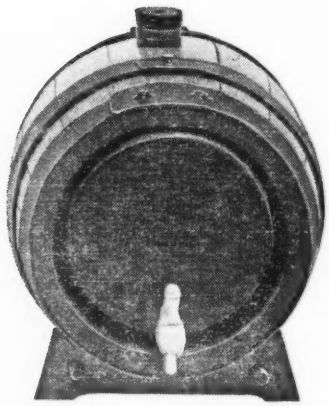

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Yugoslavia : Opportunities to be seized

By J. A. Molyneux, Counsellor (Economic/Commercial), British Embassy, Belgrade

THIS ARTICLE aims to correct a number of misconceptions about the Yugoslav economy and about the prospects for British exports to this interesting market. The popular vogue of 'knocking' everything by unduly emphasizing the problems of the day can not only distort the truth: worse still, it can rebound to our commercial disadvantage. In 1966 British exports to Yugoslavia rose by a dramatic 35 per cent to an all-time high of £26.9 million. However, this year our exports in the first nine months of 1967 show a decrease of 9 per cent compared with the corresponding period of 1966. But our main EEC competitors have done very much better: West Germany and France are both up 96 per cent; Italy 44 per cent. Are we, therefore, taking full advantage of the import liberalization measures introduced last January? How do we assess the strength of the Yugoslav economy after two years of the Economic Reform? And are we tackling the market in the right way?

Yugoslavia starts with certain basic important advantages:

(a) A first rate agricultural potential which is being steadily and sensibly developed not only to cover domestic needs, but also to provide important export earnings (c.f. the Danube-Tisa-Danube reclamation scheme; the more liberal attitude to the private farmer; the growth of Co-operatives (zadruge), as well as the ever improving productivity of the large Socialist farms).

(b) Proved mineral resources (iron ore, lead, zinc, copper, nickel, bauxite, etc.) now being exploited on an expanding scale.

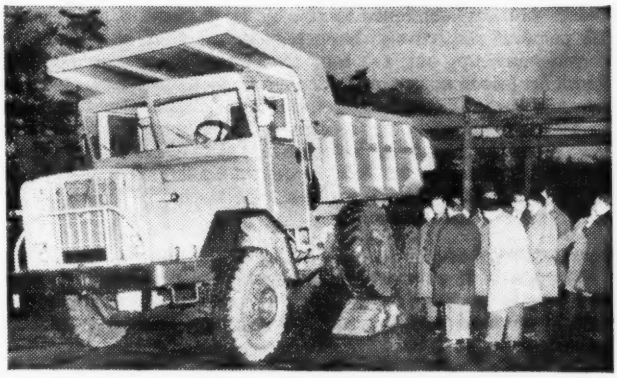
(c) The development of hydro-electric, coal and oil resources at an impressive rate (over 10 per cent annually); even this is periodically unable to satisfy the growing demand for energy.

(d) An intelligent and increasingly skilled population with a high proportion of graduate engineers. Under the Economic Reform the Yugoslavs have become much more cost and productivity conscious.

(e) A favourable geographical position in relation to most of its main suppliers and customers.

(f) A countryside and littoral of great diversity and attractive tourist potential, which is being rapidly developed as an important source of invisible earnings.

It is against this background that Yugoslavia's industrial development and market potential should be measured. This brief article cannot hope to summarize the achievements – and weaknesses – of the past 20 years, but two points are perhaps worth stressing. The Government's official policy which has been generally accepted, and has now passed the point of no return, demands that those enterprises, which were set up often for political rather than economic reasons, particularly during the period when Yugoslavia was politically on its own, should either readjust themselves on to a more international competitive footing or go into liquidation. Secondly, the Federal Government has surrendered to enterprises not only some 70 per cent of its annual revenues, but also its powers to control and direct enterprises. As a result there are today no 'State Trading Organizations' or State-owned industries. Enterprises alone have the responsibility for investment decisions; the Government merely regulates the overall climate of investment, mainly through controlling bank credit. Its only direct powers relate to aiding less developed regions and towards certain major infrastructure projects.



Fourteen representatives of the Yugoslav trucking industries spent a day as guests of Scammell Lorries Ltd., whilst on a recent visit to Britain. The visit was arranged by the Yugoslavian Generalexport Agency Division to enable the party to take a close look at British industry and, in particular, the Leyland Motor Corporation. An increased sales effort has resulted in Dumptruck sales to Split on the Adriatic Coast and it is hoped that further sales in this area will be negotiated. The picture shows the Yugoslav party watching a demonstration of axle articulation in the rear bogie of an LD55 dumptruck.

The Yugoslav Federal Government is now publicly and by conviction committed to creating a market economy different both in substance and degree from that which other Eastern European countries are now seeking to develop. Through having deliberately removed quota restrictions on 60 per cent of imports it is forcing enterprises to face up to the market forces of international competition of the developed world. Although still 'Socialist' in outlook, this economic system is *sui generis* and the operation of Workers' Self Management as it has developed in practice, is unique. The decisions which enterprises are now having to make are thus confirmed at the shop floor level.

To prevent the import programme getting out of control and causing pressure on the balance of payments the Government have intensified their credit squeeze by severely restricting the banks' lending capacity. Having carefully calculated up to 1970 what further increase in Yugoslavia's already considerable debt servicing burden can be permitted they have very conservatively calculated the total amount of medium- and long-term external credit they will allow to be contracted, and they are regularly checking to ensure the new foreign trade banks keep within these limits. Enterprises have thus been forced to find the bulk of their working capital from within their own resources, and almost every one is, therefore, experiencing an acute shortage of dinars in cash. Naturally such classic deflationary measures are bound to produce domestic anxieties – labour unrest; patchy unemployment as enterprises increase productivity or close down; pressure from the struggling ones for additional credit, or other relaxations of the

(Continued on next page)

tight money policy, etc. The Government, however, satisfied that the Reform is biting in precisely the way that it intended, is showing a determination not to bow to political pressures.

Industrial production

There is much discussion about the so-called 'stagnation' of industrial production this year. Certainly over all it rose only by some 0.2 per cent in the period January-July, but later official reports forecast a rise of 0.5 per cent for the year. But it was only in the traditional and largely inefficient industries that there was a decline and a pile up of stocks, much of them unsaleable under the new conditions, and even in these sectors there were notable exceptions. In other sectors, however, there were substantial increases. There is growing evidence that next year's production will be more closely tailored to market demands. Even now, in the foreign trade field the latest figures for the first nine months show that exports to the hard currency areas (EEC, EFTA and North America) continued to rise by 11 per cent, 8 per cent and 1.2 per cent respectively. Imports from the EEC and EFTA are considerably up, but so, too, are Yugoslavia's earnings from invisibles (tourism, transportation and remittances from its overseas workers). Although the overall trade deficit is, therefore, likely to grow this year to a figure perhaps 25 per cent higher than last year, invisibles should go a long way again to closing the visible trade gap and with total Federal reserves up the Government seem satisfied with the overall position, and the achievements of the Reform at this half-way stage.

Market prospects

The possibility of a further liberalization of imports next January and the pressure on firms to modernize and specialize create even better and wider prospects for British firms. The most attractive fields would seem to be:

(a) Machinery and equipment of all kinds, particularly for the extractive, chemical, plastics, packaging and material handling, transport, food-processing and textile industries;
(b) Consumer goods of almost all kinds;
(c) Certain raw materials notably for the chemical and pharmaceutical industries;
(d) Catering and hotel equipment not only for the tourist industry (attractive because of its very high retention quota), but also, if office hours change as they seem likely to do, for canteens and restaurants in working centres;
(e) Agricultural machinery and chemicals and some livestock (for breeding purposes) particularly in view of two years of excellent harvests;
(f) Industrial instrumentation and automation equipment;
(g) Medical and surgical instruments and equipment.

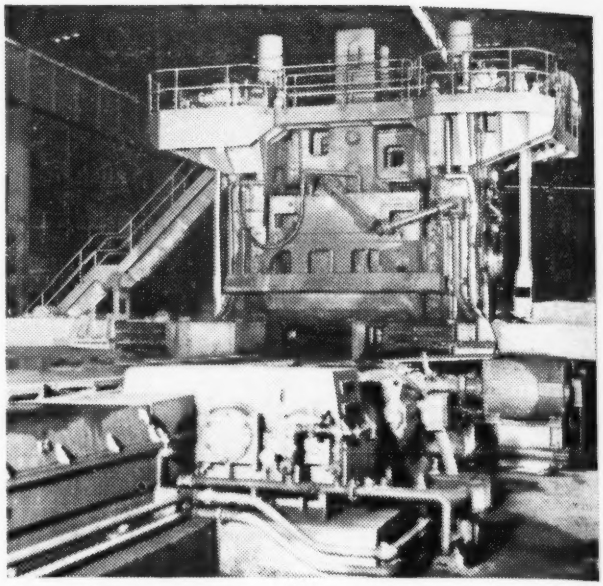
Methods of trading

General

(a) Our firms must go about this in the right way. Many letters to the Embassy show that large sections of British industry and commerce still fallaciously believe that they must deal with 'State Trading Organizations' and do not yet realize that what Yugoslavia now requires is a Western European type of marketing operation. Not only, therefore, must they understand and know the market, but more particularly they must get much closer to their end customers. Yugoslav laws and customs now positively encourage direct contacts and although there is a much wider choice of agents possible since the established foreign trade agencies lost their exclusive franchise last January, even the best agent is no substitute for the direct and frequent talks, which Yugoslav enterprises for their part will warmly welcome. (N.B. a return air fare costs only £60; domestic rail and air travel are cheap and an average hotel bill is under £5 per day all in.)

Government assistance

(b) The Embassy can usually not only help with first contacts, but also often widen the circle for the established Trader, besides advising generally on these rapidly changing market conditions. Secondly, through the Board of Trade Overseas Trade Fairs Directorate it is trying to stimulate a wide variety of potentially promising joint ventures in 1968. Thirdly, various outward missions are being planned in consultation with BNEC and the Trade Associations and/or Chambers of Commerce concerned.



Pictured from the outgoing side is the 3350 *mm* (132 *in.*) *wide 4-high plate mill in production, designed and built by Davy and United Engineering Company Limited, Sheffield (a member of the Davy-Ashmore Group). Davy-United were responsible as main contractors for the rolling mill area of the works in Yugoslavia of Rudnici i Zelezara Skopje, which was officially opened on October* 15 *this year.*

Commercial publicity

(c) Although (or perhaps because) advertising in Yugoslavia is still in its infancy good advertising achieves proportionately greater results. Rates are cheap and most of the usual media are available. Local agents are often out of touch with what advertising can achieve and the Embassy Information Section is geared to advise about how opportunities can best be exploited.

Terms of payment

(d) Yugoslav enterprises secure foreign exchange under the Amortization Fund Quota system, and, if they export, under the Retention Quota scheme. Foreign exchange is more easily available than dinars, and the difficulties facing many Yugoslav enterprises in finding ready cash have already been mentioned. Nevertheless, much business can still be done on a Letter of Credit basis. Naturally there is increasing pressure for longer credit and in some cases for payment in kind, e.g., with agricultural products and raw materials. In these circumstances knowledge of each Yugoslav enterprise's financial strength obviously bears directly on the extent to which British firms judge they can afford to be flexible in both respects. Our competitors well know this and so often profit at our expense. Most credit transactions appear to be done on an open account basis and many Yugoslav firms for somewhat obscure reasons seem to dislike Bills of Exchange. For ECGD cover a bank guarantee is no longer a *sine qua non* and in any case the new 'authorized' Foreign Trade Banks have increased the sources of such guarantees. But the Yugoslav banks' demand for substantial dinar deposits against such guarantees puts further pressure on the liquid position of enterprises and they are not therefore popular.

Joint ventures

(e) In addition to direct selling to this market British manufacturers may well be asked by Yugoslav enterprises to co-oper-

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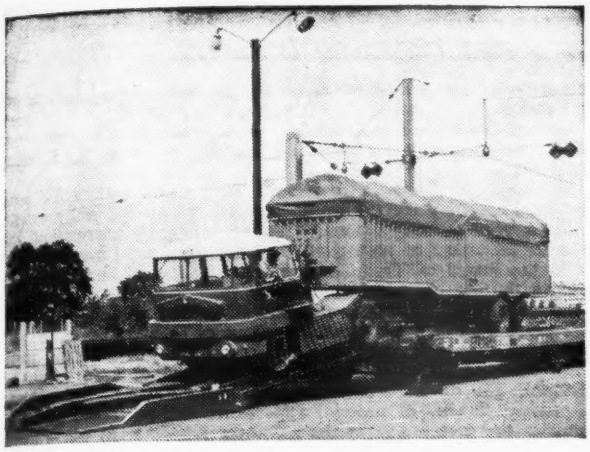


General European Road Services Limited, the first British company to pioneer the use of 'Kangaroo' transport in this country, have announced that their new weekly Yugoslav service is now operative. The service was inaugurated last week when the first GERS semi-trailer left Stratford for Ljublana with a load of urgent motor spares for a major factory. This consignment was for customers of Schenkers Ltd., the well-known forwarding agents who specialize in the Yugoslav market. The time was only five days by this 'Kangaroo' system, comparing very favourably with 7-10 days for ordinary rail groupage or two weeks by steamer. Two further loads have since been dispatched. Shown above is a typical 'Kangaroo' trailer being loaded at a terminal.

YUGOSLAVIA: OPPORTUNITIES TO BE SEIZED, *continued*

ate in joint production and marketing arrangements. These are now legally possible and officially encouraged under the new Foreign Investment Law passed last July. In the past there have been many successful licensing arrangements. The importance of this new and very significant law lies in the opportunities it now provides for equity participation and co-operation in management without necessarily involving a cash investment. Although the requirements of the United Kingdom Exchange Control Authorities in connection with any such transaction must of course be borne in mind.

Future prospects

The pace set by the Government has been a fierce one and it may now be slowed down a little; but the successes already achieved under the Economic Reform should not be minimized: the stabilization of the dinar at home and abroad and of real income; a levelling of prices and an approximate balancing of supply and demand at the high levels reached in 1966; a growing awareness of market forces in relation to both production and marketing; and an increasing rationalization and specialization within sectors of industry and commerce. A stable platform for controlled expension is therefore in the process of achievement.

The immediate problems centre on how further to reduce industrial price control which still affects too high a proportion (65 per cent) of all industrial products; on achieving a freer movement of money; and on securing a further liberalization of foreign trade without running into balance of payments difficulties while at the same time providing the right climate for the modernization of a Yugoslav industry. The new Government measures imminent may take a little of the chill out of the cold wind of international competition now biting Yugoslav manufacturers and also help them to hit back *but* there is no sign that they will not be kept within the declared aims of the Economic Reform.

In short therefore the outlook seems 'set fair'. Undoubtedly opportunities exist. Market conditions are reasonable and likely to improve. But we cannot afford to sit still until they do. It could then be much too late. We will have missed the best places in the boat.

Export opportunities in Yugoslavia

Reference No.	Commodity		Bulletin No.
ESB 10122/67	Amusement machines; polystyrene foam; synthetic upholstery fabrics; synthetic yarns and fabrics	Agency	232/67
ESB. 41758/67	Electric toasters and grills; vending machines	Export opportunity	232/67
ESB. 6949/67	Ball and roller bearings; canvas products; carbon black; carpets; cosmetics and toiletries; earth scraping machinery; industrial machinery; measuring and control equipment; motor cars; plastic finished adhesive paper; steel sheet and strip; synthetic cords; tiles	Agency	227/67
ESB. 39599/67	Shock absorbers	Agency	219/67
ESB. 12436/67	Chemical fertilizers; consumer goods; steel sheets and plates	Agency	197/67
ESB. 34466/67	Store and restaurant equipment	Export opportunity	191/67
ESB. 34459/67	Business and technical co-operation; industrial construction equipment	Export opportunity	191/67
ESB. 19663/67	Chemicals; cleaning agents; consumer goods; cosmetic preparations; dyes and pigments; knitwear; patent medicines; textile yarns and products; varnishes and lacquers; whisky	Agency	186/67
ESB. 12459/67	Boilers; catering equipment; consumer goods; dust extraction equipment; food processing equipment; machine tools; office machinery; postal and bank equipment; textiles; vending machines	Agency	181/67

Export guide to United States at London conference

A LIST of useful pointers to help British manufacturers exporting to the United States, was given to delegates at a BIM conference in London on December 6 by Mr. Walter J. O'Brien, a senior executive at J. Walter Thompson Co. Ltd.

'The United States and Great Britain, bound by the ties of tradition and language, scarcely know each other,' said Mr. O'Brien. He quoted an example – one of many similar misconceptions of Britain – that 'the population consists of kings, queens and chimney sweeps.'

Mr. O'Brien, himself an American, listed a number of important factors which British exporters to the United States should consider:

1. British exporters need assistance from a reputable international management consultant, well-qualified to help consider the market opportunities in the United States.
2. United States preconceptions of British goods – tradition, quality, prestige and fashion leadership – can only be advantages if 'British' is interpreted in terms which are understandable.
3. What we think of as being typically British is not necessarily what the Americans would consider typical.
4. The whole communications system in the United States should be studied and understood, and communications have to be consistent and comprehensive.
5. Make no assumptions about a product. Business is a game of informed and responsible risk-taking for a reward and as such must be as definite and precise as possible in its approach to a market.
6. Television advertising opportunities are enormous. In the 220 largest markets in the United States (including every area of 100,000 population or more) there are some 600 television stations.
7. There are some 8,000 cinemas and 5,600 radio stations which are used to carry advertising.
8. In 1,500 cities there are 1,750 daily newspapers. There are also 650 different consumer magazines, most with national coverage.
9. A product can be distinguished from its competitors by imaginative use of the flexibility offered by national and local media.
10. Spend money to make money is the American attitude.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses in the pink Supplement on page xii of December 8 issue.)*

Mr. Mallalieu speaks to wool textile industrialists

'THE DAYS of the easy, preferential, markets have gone,' said Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, at the annual dinner of the Bradford Textile Society in Bradford on December 8. 'So often our competitors are by reason of their social or political circumstances, or for reasons of geographical location, able to deliver their goods on advantageous terms. There is also now the strong challenge of man-made fibres.' The Minister of State went on to say that in this modern, basically adverse situation the wool textile industry was still virile and vigorous selling its products in all the world's markets in competition with the newcomers who had done their best to oust us. An industry adapting its products and techniques in order to satisfy a changed, and ever changing demand.

'It is no mean tribute to our skill and prestige that our greatest competitor in third markets is now our third most important customer for wool cloth. I refer, of course, to Japan,' he said. 'And in this decade exports of wool cloth have remained steady at around £64 million annually.'

Speaking of the industry's contribution to our balance of payments in 1966, Mr. Mallalieu said that, setting direct exports and estimates of import savings against imports of raw materials and manufactures, the industry calculated that it made a contribution of well over £200 million. By any standards this performance was impressive. The figures substantiated that this was an industry of vital importance to the economy and one which no government could afford to neglect.

No one knew the full extent of the challenge facing this industry today and what it was likely to be in the years ahead, but within the industry and the Government, he suspected that we were all a little too closely involved in particular aspects of the overall problem to reach fully objective conclusions.

Looking at the characteristics of successful concerns a little more closely, it might well seem to some people that more amalgamations would be a good thing in wool textiles. But he was not sure that this would really be true in all sectors of the industry.

'And what about marketing methods?' asked Mr. Mallalieu. 'Is it possible that these could be improved or directed into more profitable channels? I doubt if any of us can provide the answers to these questions at the present time.

'Fortunately – and quite wisely, in my view – the Economic Development Committee for the Wool Textile Industry, on which both management and unions are strongly represented, has concluded that a study of the industry and its markets should be undertaken.

'Accordingly, a Marketing Study Steering Group has been set up largely composed of capable men, vastly experienced in various sectors of the industry, its trade unions and its suppliers of raw materials.

It is proposed that the Steering Group should be assisted in its task by independent business management consultants, and by the specialized agencies of the industry itself such as the Wool Industry Bureau of Statistics, the Wool Industries Research Association, The Export Group and the Management Services Centre.'

Mr. Mallalieu said that the study was expected to cover current and future possible developments in the industry's competitive position at home and abroad; its commercial organization and marketing methods; structure and capacity; manpower and expertize; profitability and finance; the economics of its production processes and those of its competitors; and its supplies of raw materials. In the light of this study, a properly informed objective assessment of the future prospects for the industry should be possible and the formulation of recommendations to ensure its continuing success. Support for this project was widespread throughout the industry, whether this was expressed in terms of wishing to achieve economic viability in the 1970's or of willing support for anything that is likely to point the way to earning more 'brass'.

'Personally, I have no doubt that this study could prove to be the most important event in the recent history of the industry.' concluded the Minister of State.

Mr. Darling speaks of useful research by metal finishing industry

SPEAKING AT the annual lunch of the Institute of Metal Finishing in London on December 11, Mr. George Darling, Minister of State, Board of Trade, said that the Government was deeply appreciative of the part played by the Institute in meeting the needs of advancing technology.

He went on: 'Indeed, we have a very warm feeling for your Institute, not only for the useful research work that you promote, and for your training schemes, and spreading of information, but also for an aspect of your work which is of especial importance to us in the Board of Trade. Metal finishing and plating necessarily involve the use of valuable imported materials, nickel, chromium, copper, zinc and tin, not to mention silver and gold.

'I know that in the current conditions of high copper prices and nickel scarcity your industry is working hard to secure the maximum efficiency and the minimum of waste in its use of valuable material. The development of thinner multi-layer plating process, to produce finishes of superior appearance and protective power to those of the past is one of the advances I have in mind. We well understand the long-term economies which such developments will bring for industry, but we are also aware of their import-saving potential.'

Mr. Darling sees deputation from Clay Cross

ON DECEMBER 11, Mr. George Darling, Minister of State, Board of Trade, received a deputation from Clay Cross Urban District Council led by Mr. Tom Swain MP to discuss the effects of colliery closures on unemployment in the area. The Minister of State welcomed the creation by the Council of new fully serviced industrial sites in Clay Cross. He pointed out that seven industrial development certificates have recently been issued for Clay Cross, which when the projects were fully manned, would provide several hundred new jobs. The Board of Trade would continue to take full account of the needs of the area in issuing future industrial development certificates.

Parliamentary Secretary to visit North-East

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, is visiting the North-East on December 14 and today (December 15). This is the first of a series of visits the Parliamentary Secretary will be making to Development Areas in the coming months. During her visit, she is meeting local industrialists and representatives of local authorities and is visiting Board of Trade industrial estates.

On December 14, the Parliamentary Secretary flew to Tees-side. After addressing a party of industrialists at the St. George's Hotel, Tees-side Airport, she visited the Tees-side industrial estate, Thornaby. After attending a luncheon as guest of BXL Plastics Materials Group Limited at Aycliffe Industrial Estate the Parliamentary Secretary met officials of Brandon and Byshottles UDC and saw the site of the new Meadowfield industrial estate. She later visited the factory of James A. Jobling & Co. Ltd. (glass manufacturers) at Sunderland and met the Mayor and members of Sunderland Council. In the evening the Parliamentary Secretary attended a dinner given by the North-East Development Council at Newcastle.

Today (December 15) Mrs. Dunwoody is travelling to Consett where she is attending meetings with the NW Durham Industrial Committee and the NW Durham District Committee of the AEU. She will then travel to Gateshead where she is visiting the Team Valley Trading Estate and have lunch with officials of the English Industrial Estates Corporation before travelling to Cramlington New Town to tour the industrial development there and visit George Angus and Co. Ltd., rubber hose manufacturers. The Parliamentary Secretary will then go on to Ashington where she will attend a meeting with the Chairman and members of Ashington UDC.

President calls for more export meetings

MR. ANTHONY CROSLAND, President of the Board of Trade, has written to his colleagues urging them to follow his example and hold export meetings in their constituencies. In his letter the President says:

'I enclose a copy of the Press Notice about an export meeting I am holding in my constituency on the 15th.

'May I suggest that you also take an early opportunity to do something of the same sort in your constituency? The Board of Trade will stand ready to give you all the assistance you need on briefing; in particular, my Regional Controllers, in collaboration with the regional officers of the Central Office of Information, will be pleased to help you with the local arrangements.

'The BNEC are also arranging export 'teach-ins' (chaired by their leading area chairmen) at all the major centres in the country, beginning with meetings in London, Birmingham, Leeds and Manchester on January 10, and Glasgow and Bristol on the 11th. These are aimed mainly at the medium and smaller exporter. I don't think you will find that BNEC's plans will conflict with your own; but you will wish to know precisely what is going on in the neighbourhood of your constituency, and I suggest therefore that you might contact me when you have it in mind to do anything along these lines.

'You will also recall that in my speech in the House on the 21st I said that "the Board of Trade and other sponsor Departments will also discuss with the various trade associations how we can jointly secure the maximum benefit" from the new situation. I know that a great deal has already been done, and that more is being planned, and I should be very pleased to hear from you about the way things are shaping.'

President talks to Grimsby businessmen on devaluation and exports

MR. ANTHONY CROSLAND, President of the Board of Trade, has been concerned, since devaluation, with seeing that industry realises the new situation created and the opportunities for exports. He has been holding a series of meetings with representatives of industry – including the Confederation of British Industry, the Association of British Chambers of Commerce and the British National Export Council. Board of Trade officials have been talking to representatives of firms, trade associations, and other trade bodies.

The Grimsby Chamber of Commerce and Shipping are organizing, in collaboration with the Yorkshire and Humberside regional office of the Board of Trade, a special meeting today (Friday, December 15,) to consider the new situation created by devaluation as it affects export opportunities. Mr. Crosland will be present at the meeting, which will be attended by a wide cross section of firms from the Grimsby area. The aims of the meeting are twofold:

First, to enable firms which are already exporting to compare notes with one another and with the President of the Board of Trade about the implications for their exports of the devaluation and other measures recently announced by the Government; Secondly, to discuss the possible scope for action by these firms to help other Grimsby area firms new to exporting to build up connections in overseas markets.

The meeting will take place at 3 p.m. in the board room of the chamber at 28 Dudley Street, Grimsby.

Industrialists discuss devaluation with Board of Trade

OFFICIALS of the Board of Trade saw the Association of British Toy Manufacturers on December 4 for discussions on devaluation.

A DELEGATION from the Tobacco Advisory Committee led by its chairman, Mr. M. M. Ord Johnstone, met officials of the Board of Trade on December 5, 1967, at the invitation of the Board, to discuss the new situation created by devaluation as it affects export opportunities, import saving and costs for the industry and to discuss measures which might be taken by industry and Government to ensure that full advantage was taken of the situation.

It was agreed that there should be continuing discussions between the industry and the Board.

A MEETING was held on December 6, between officials of the Board of Trade and the National Sulphuric Acid Association to discuss future supply and prices of imported sulphur. The discussion took into account the effects of devaluation.

It was agreed to continue the close contacts already maintained between the Board of Trade and the Association on these matters.

Note:

The National Sulphuric Acid Association buys in bulk the sulphur required by sulphuric acid manufacturers in this country. Elemental sulphur is not indigenous to the United Kingdom: supplies have to be imported.

A DELEGATION of the United Kingdom rubber industry met officials of the Board of Trade on December 7, at the invitation of the Board, to discuss the new situation created by devaluation as it affects export opportunities, import saving and costs for the industry and to discuss measures which might be taken by industry and Government to ensure that full advantage was taken of the situation.

It was agreed that there should be continuing discussions between the industry and the Board.

REPRESENTATIVES of the British Non-Ferrous Metals Federation and also of the Aluminium Federation held discussions with the Board of Trade on December 8 about the consequences of devaluation for the British non-ferrous metals semi-fabricating industry. The discussions dealt with the effect of devaluation on the price of raw materials, the costs of manufacture, the price of semi-finished products, and the likely consequences for imports and exports of these products. It was agreed that representatives of the Federations should keep in touch with the Board of Trade on these questions.

The Board of Trade have previously held a similar discussion with representatives of the Association of Light Alloy Refiners and Smelters.

New chairman of BNEC New Zealand speaks on devaluation

MR. J. M. BUTLER, chairman and managing director of Berger, J. & N. Paints Ltd., has been appointed chairman of the New Zealand Committee, BNEC, in succession to Mr. Alexander Ross, who has been in the chair for three years – since the inception of the committee.

On taking over as chairman, BNEC-NZ, Mr. Butler said that during the last 12 months, exporting to New Zealand had been difficult, but now that New Zealand had devalued at an even greater rate than Britain, the position had changed radically and the future for British exporters is brighter. 'New Zealand now has to pay considerably more for her goods from those countries that have not devalued, and this gives Britain a distinct advantage over her competitors,' said Mr. Butler. 'Our objective quite clearly is to increase our share of New Zealand imports. British exporters must seize this opportunity and increase their efforts to get a greater share of the lucrative New Zealand market. The New Zealand Committee of BNEC is most anxious to assist all British exporters to increase their exports to New Zealand and we hope full advantage will be taken of the services offered.'

BNEC organizes 'Action 68' conferences

THE British National Export Council is arranging a series of conferences on January 10 and 12, 1968, under the title 'Action 68' to discuss with manufacturers what export advantages may be gained from devaluation. The conferences will be held in London, Birmingham, Bristol, Glasgow, Leeds and Manchester. Further details from BNEC, 6-14, Dean Farrar Street, London, S.W.1.

Board of Trade Journal price increase

THE BOARD OF TRADE and Her Majesty's Stationery Office announce that owing to higher costs of production the price of the *Board of Trade Journal* will be increased from January 1, 1968, from 1s. 6d. to 2s. 0d. The annual subscription rate will be increased from £5 6s. 8d., including inland or surface but not air postage, to £6 12s. 8d. Subscribers and main distributors have already been advised.

Investment grants

THE BOARD OF TRADE announce that their investment grant offices will be ready from January 1, 1968 to receive applications for investment grants under the Industrial Development Act 1966 in respect of expenditure incurred between April 1, 1967 and June 30, 1967. Payment on these applications will start as soon as possible after April 1, 1968. These claims will be eligible for the increased rates of 45 per cent in the development areas and 25 per cent elsewhere which the Government introduced in December 1966 to encourage additional investment during 1967 and 1968.

Notes:

Under the Industrial Development Act 1966 investment grants may be paid towards capital expenditure on machinery or plant for the manufacturing and ship repairing, construction and extractive industries; and on computers, ships, hovercraft and mining works.

The temporary increase in rates to 45 per cent in the development area and 25 per cent elsewhere for expenditure incurred between January 1, 1967 and December 31, 1968 was announced by the President of the Board of Trade on December 1, 1966.

£188 million of grant has now been paid, of which £95 million, i.e., more than half, was in the development areas.

Export List, 1968

A REVISED edition of the Export List, which sets out the classified descriptions under which goods produced or manufactured in the United Kingdom or the Channel Islands are to be entered with the Customs when exported, is being published shortly. It has been decided that for ease of administration, this List will come into operation for statistical purposes on and after December 27, 1967, and the headings and code numbers contained in the Export List should be entered on all export documents lodged on or after that date.

Copies of the List may be obtained direct from HMSO or through any bookseller, price 14s. Exporters and Agents are advised to place immediate orders.

Statistical Classification for Imported Goods and for Re-exported Goods, 1968

A REVISED edition of the Statistical Classification for Imported Goods and for Re-exported Goods is being issued for use on and after January 1, 1968, for the guidance of users of the statistics (and may be obtained direct from HMSO, or through any bookseller, price 13s.). This classification sets out the descriptions (and the related code numbers) under which goods imported into, or re-exported from, the United Kingdom or the Channel Islands are classified for the purposes of the published external trade statistics.

All information about statistical requirements on import entries, the forms to be used, etc. is contained in HM Customs and Excise Tariff.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provision of that Act:

(1) General Mills Inc. and Smith's Food Group Ltd.
(2) Merger to form Upper Clyde Shipbuilders Ltd.
(3) Midland Tar Distillers Ltd. and Yorkshire Tar Corporation Ltd.
(4) Leyland Motor Corporation Ltd. and Aveling-Barford Ltd.

Termination of the Export Rebate scheme

ANSWERING QUESTIONS in Parliament on December 8 about the termination of the Export Rebate scheme, Mr. Harold Lever, Financial Secretary to the Treasury, said: 'Provision will be made for goods qualifying under existing legislation to be eligible for Export Rebate notwithstanding that they are not exported until after March 31, 1968, provided that the Board of Trade are satisfied that the goods will be exported under a firm written contract made before November 19, 1967 at fixed prices payable in sterling which are not re-negotiable. Goods exported under contracts dated on or after November 19, 1967, the day after the announcement of the withdrawal of the Export Rebate, will qualify for rebate until March 31, 1968, only. Appropriate legislation will be introduced before the Christmas recess. Fuller information about the arrangements proposed for the operation of this scheme will be issued as soon as possible by the Board of Trade.'

Note:

HM Customs and Excise will continue to pay Export Rebate on all goods qualifying before April 1, 1968, under existing legislation. Subject to the passing of the necessary legislation rebate will also be paid by Customs on all goods qualifying for Export Rebate on or after that date provided the Board of Trade are satisfied that the goods are exported under a firm written contract made before November 19, 1967, at fixed prices payable in sterling which are not re-negotiable.

Exporters who consider their goods will qualify for Export Rebate after March 31, 1968 should not take any action until the Board of Trade has issued the fuller information mentioned.

Imports of rum

THE BOARD OF TRADE Import Licensing Branch, has issued the following Notice to Importers, No. 1206 on Imports of Rum from the Dollar Area.

1. The quota for imports of rum from the Dollar Area will be at the unchanged level of £90,000 c.i.f. for the calendar year 1968.
2. Applications will be considered from accredited agents of overseas suppliers in dollar countries or from other importers who can establish a direct interest in the trade in rum.
3. Applications on form ILB/A should reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than January 5, 1968. Page 1 should be completed; on page 2, only the desired value of the licence need be stated; on page 3 *and copies*, the applicant's name and address and the description of goods (Rum) should be entered.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479/2480).*

Public transport and traffic

THE WHITE PAPER on 'Public Transport and Traffic' was published jointly by the Ministry of Transport, Scottish Development Department and Welsh Office on December 5.

GATT International Trade Centre Publications

THE GATT International Trade Centre was set up three years ago to help developing countries in the field of export promotion. Since then, many of its publications have been made generally available in English, French and Spanish, in the case of orders from developed countries at a price of SF 21 or US $5 usually.

Applications for these publications should be made direct to the GATT Information and Library Services, Villa le Bocage, Palais des Nations, 1211 Geneva 10, Switzerland. Copies of those books which are now out of print may be seen at the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4.

Export Promotion Pamphlets

A Select Bibliography for Export Promotion Services in Developing Countries (trilingual)	1966 (out of print)
Manufacturing and Trading Associations in Twenty-Eight Countries (trilingual)	1966
Manual of Export Promotion Techniques	1966 (out of print in English)
Training in Export Promotion: Symposium Organized by the Centre	1966
Compendium of Sources: International Trade Statistics	1967 - SF21 or US$5
Compendium of Sources: Basic Commodity Statistics	1967 - SF21 or US$5
Manual on Export Marketing Research for Developing Countries	1967 - SF21 or US$5
Market Surveys: A Bibliography by Products and Countries	1967 - SF21 or US$5

Market Surveys

Western European Market for Plywood and Veneer	1966 (out of print in English)
The European Market for Citrus Juices	1966 (out of print in English)
The Market for Oilcake in Western Europe	1966 (out of print in English)
Potential Markets in Africa and Asia for Selected Uruguayan Exports	1967 (out of print in English and Spanish)
Major European Markets for Shrimp and Prawns	1967 - SF21 or US$5
The Market for Rice in Western Europe	1967 (out of print in English and French)

In Preparation:

Western European Market for Tropical Sawn-Wood.
Market Prospects for West African Canned Beef in the United Kingdom and the Federal Republic of Germany.
The Market for Cottonseed Oil in Five European Countries and Japan.

General inquiries about the work of the Trade Centre should be made to the United Kingdom Liaison Officer, Mr. G. Wilcock, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Financial assistance for machine tool purchasers

A BUYER-CREDIT scheme introduced by the London Clearing Banks to assist credit-worthy purchasers of machine tools is still operating. In August this year the London Clearing Banks announced that they would welcome opportunities to consider specific propositions whereby they might finance the purchase by credit-worthy buyers of machine tools manufactured in the United Kingdom. Under this arrangement the maximum period of repayment will be five years, but proposals will be considered which will involve repayments substantially smaller in the first three years than in the final two years. Arrangements can generally be negotiated to suit the particular needs of the approved borrower. Further details may be obtained by approaching the appropriate local bank manager.

NEDO activity reports

THE AUTUMN Activity Report of the National Economic Development Office was published on December 13. Quarterly activity reports are published by the Office, which provides the secretariat for the National Economic Development Council and the Economic Development Committees. The reports, which are designed for use by the press and others interested in obtaining a brief description of the work of the Council and the 21 EDCs, carry general news about the Council and a summary of the activities of each EDC. Copies are available from the NEDO, Millbank Tower, 21-41 Millbank, London, S.W.1 (Tel. 01-834 3811).

BNEC to re-distribute BEMAC report

TO TAKE ADVANTAGE of the opportunity provided by devaluation to increase exports to America, the British National Export Council has reprinted the BEMAC report as part of an urgent campaign to stimulate exports. The report was prepared by The British Export Marketing Advisory Committee, appointed by BNEC United States of America, who were asked to look into the reasons why, although British exports to the United States were rising yearly, their overall share of the market was decreasing.

Copies of the report are being sent to advertising agencies, trade associations, market research consultants and Chambers of Commerce. Each copy contains a letter from Lord Mancroft, chairman of BNEC United States of America, urging readers to consider the facts and statistics of the report and to let him know how the recommendations of the BEMAC Report affect their company's export policy and what they are doing about it.

Free copies of the report are obtainable from the Publications Department, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1.

Building materials mission to Gulf States

MR. JOHN GREENISH, the export sales director of the Universal Asbestos Manufacturing Co. Ltd., who led the first British trade delegation to the Arab States since the Arab/Israeli war, states in his report that the group was enthusiastically received in every country visited. The objective of the sales mission was two-fold, firstly to sell the products of the 70 companies represented by the eight members of the group, and secondly to show the Arab countries that the recent war had not affected British Commercial relations in the Middle East.

The mission visited Kuwait, Bahrain, Abu Dhabi, Doha (Qatar) and Dubai, as well as spending some time in Greece. All these countries have major building schemes planned or under way and there is a vast potential for British building materials. All members of the mission were able to obtain orders or specification and the visit of the group undoubtedly established a stronger footing for future business relations.

Mr. Greenish concluded his report by thanking the British Embassies and Political Agencies for the first-class service, assistance and co-operation given to the mission.

The mission's report will be available soon from: The Building Materials Export Group, Suite 18, Chantry House, Eccleston Street, London, S.W.1.

'EFTA Bulletin' for December

THE CLOTHING trade between EFTA countries has grown considerably since 1960. This month's *EFTA Bulletin* analyzes the effects of tariff cuts on the EFTA clothing industry and its prospects for further expansion. The *Bulletin* also includes articles on Finland's adjustment to free trade in EFTA, a summary of EFTA's latest Agricultural Review, and the special advantages available when sending gifts to EFTA countries.

Copies of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat on Geneva, are available free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

New approach to scrap reclamation

A BRITISH invention for separating valuable materials from scrap has just been put into production – at a speed that the National Research Development Corporation, which licensed the invention describes as 'highly unusual'.

Its potential for Britain's scrap industry was recognized by Mr. John Provan, separations engineer of USI Engineering Limited, of Warrington, when he saw the prototype performing a 100 per cent separation of diamonds from rock. He realized at once that it could be used to separate copper from scrap cable – a £25 million a year business – and so save foreign exchange on imports.

The prototype was developed by the Ministry of Technology's Warren Spring Laboratory for the separation of mineral ores and the patent rights assigned to NRDC for exploitation.

London Tourist Board to run hotel information service

WITH EFFECT from November 20, the London Tourist Board has taken over the administration of what was previously known as the London Hotels Information Service.

The service is now integrated with the Board's Information Service and will link directly with the three Information Bureaux, being available to all visitors to London from within United Kingdom and abroad. The new arrangment will extend hours of service to seven days a week including public holidays from 09.00 to 22.30 in winter, and 07.30 to 23.00 in summer.

SIMA Fourteenth Convention

THE FOURTEENTH Convention of the Scientific Instrument Manufacturers' Association, with the theme 'Perspective for the 70s', was held at Eastbourne from November 15-18. Papers given included 'The Changing Environment', 'The Role of the Industrial Reorganization Corporation', 'Government/Industry Relations', 'The West German Instrument Industry', 'The North American Instrument Industry' and 'Research and Development in the 70s'.

Conference on design of fabrics for clothing

THE SHIRLEY INSTITUTE is holding a one-day conference on January 24 that is designed to bridge the gap that sometimes exists between fabric production technology and such areas as merchanting, making-up and marketing. This conference, entitled 'The Design of Fabrics for Clothing', is aimed at merchant converters, makers-up, designers, buyers, salesmen, development and marketing staffs and others who need to study carefully all aspects of fashion and functional end-use requirements. Further details of the conference can be obtained from Mr. J. K. Jackson at the Shirley Institute (Tel. 01-061 445/8811).

ENFIELD COLLEGE OF TECHNOLOGY
(Part of Proposed Polytechnic)
QUEENSWAY, ENFIELD, MDX.
Telephone: 01-804 1126
(18 minutes from City of London)

OVERSEAS MARKETING

An intensive three-day course, to be held from Tuesday to Thursday, February 13th, 14th, 15th, 1968.

This course is a stimulating appraisal of overseas marketing problems, and is designed for overseas representatives and export management.

Programme:
I. The Marketing Approach
II. Effective Organisation
III. Promotion of Overseas Sales

The detailed programme and registration form are available now from the Academic Registrar at the College, quoting reference JG/AP. Hotel accommodation can be arranged if required.

Patents endorsed 'Licences of Right'

THE FOLLOWING Patents were endorsed 'Licences of Right' proceedings under Section 35 of The Patents Act, 1949 on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	November 16, 1967	
920,155	United States Atomic Energy Commission	Remotely operated gripping tool.
933,519	United States Atomic Energy Commission	Method of preparing a fuel element for a nuclear reactor.
933,552	United States Atomic Energy Commission	Method of making fuel bodies.
933,708	United States Atomic Energy Commission	Rods for nuclear reactor.
941,824	United States Atomic Energy Commission	Method of making nuclear fuel bodies.
952,618	*Blanchard*; Jean and *Blanchard* Yves	Improvements applied to fastening devices for the elements or jackets of vertical letter files.
956,776	S.A.F.A.S. Societe Anonyme de Fabrication d'Appareils Scientifiques	Instruments used for spectral analysis.
1,073,653	Remploy, Ltd.	Improvements in suspensions for sliding doors.
	November 17, 1967	
954,142	A. J. Fagard & Cie	Method for producing ball points.
960,986	Hans Meyer	Measuring instrument.
1,037,734	Coal Industry (Patents) Ltd.	Improvements in mineroof bars.
1,063,323	Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara Rt.	Process for the preparation of oxadiazole derivatives.
	November 21, 1967	
935,205	Agfa Aktiengesellschaft of Leverkusen-Bayerwerk	Derivatives of indazolone and their use as colour couplers.
975,248	Agfa Aktiengesellschaft	Novel colour couplers and their use in colour photography.
978,109	Carrara & Matta S.p.A.	Door hinging device.
978,920	Carrara & Matta S.p.A.	Portable sanitary article, such as a bidet child's bath, wash basin and the like
986,840	Agfa Aktiengesellschaft	Silver halide emulsions.
1,002,886	Agfa Aktiengesellschaft	Preparation of 2-amino-5-leromo-thiazoles and their use in heat sensitive copying layers.
1,053,537	Agfa Aktiengesellschaft of Leverkusen-Bayerwerke	Heat developable light-sensitive photographic material.
1,053,538	Agfa Aktiengesellschaft of Leverkusen-Bayerwerke	Photographic stratum transfer process and elements therefor.
	November 22, 1967	
942,376	Henry, Herbert Owen	Internal combustion engines.
950,663	Les Laboratories Albert Rolland	B-(B-N, N-diethylaminoethoxy) ethyl B, B-diphenyl-a-methyl-propionate and acid addition salt thereof.
1,004,374	Gout, Paul	Movable connections between two fixed electric windings.
	November 23, 1967	
866,203	Agfa Aktiengesellschaft	Monochromatic direct positive coloured photographic images
	November 28, 1967	
792,047	Eastern Industries Incorporated	Traffic control systems and apparatus
	November 29, 1967	
778,774	Coal Industry (Patents) Ltd.	Apparatus for measuring indicating or recording the presence or concentration of a combustible gas in an atmosphere
960,902	Dennert, Heinz, and Dennert, Margarete	Apparatus for manufacturing a porous material, more particularly blown clay, by heating
1,030,753	Gevaert Photo-Producten, N.V.	Poly (ethylene terephthalate) film coated with an adhesive layer
1,078,520	Gevaert Photo-Producten, N.V.	Electro-photographic materials

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office.

GORDON GRANT,
Comptroller.

New office for Northern construction company

NORTHERN HOUSE, the new headquarters of Taylor Woodrow Construction (Northern) Ltd., was officially opened on December 5 at Yarm Road, Darlington, by Mr. Frank Taylor, chairman and founder of the Taylor Woodrow Group of companies, who unveiled a commemorative plaque.

A two-storey building of 7,000 sq. ft. area and with accommodation for 40 staff, it has been planned to be readily capable of expansion to meet future needs. A new depot for Taylor Woodrow Plant Co. Ltd., already in use, is nearing total completion.

Scottish Industrial Estates Corporation—activity during 1967

IN A STATEMENT on December 4, Sir Robert Maclean, chairman of the Scottish Industrial Estates Corporation, paid tribute, in the Corporation's thirtieth anniversary year, 'to successive Governments who have made, and continue to make, capital available for the development of our industrial estates in Scotland.'

'It is of interest to reflect', said Sir Robert, 'that grants and loans made by the Board of Trade towards the promotion of local employment in Scotland for the period from April 1, 1960, to September 30, 1967, total £79 million, which constitutes 51 per cent of the equivalent figure for the whole of the United Kingdom. In addition, during this same period, a further sum of £23 million has been expended in the development of our Scottish industrial estates.'

Despite testing economic conditions, continued Sir Robert, the building figure of about one million square feet of new factory space each year was still being maintained. 'Compared with 1966, we have completed double the amount of new factory space; the total area allocated on new tenancies is three times the equivalent figure last year; and we have continued to build extensions for many of our existing tenants.'

Sir Robert referred to the welcome announcement last month by the President of the Board of Trade that additional Government aid was becoming available to assist areas hit by coal closures. 'In the location of our most recent advance factories the impact of coal closures was a major consideration. Planning is in hand for the acquisition of land and development of new estates in the Ayr, Carstairs and Lesmahagow areas as well as for more than doubling the present size of our Cumnock estate. In addition to this we are currently developing two new estates at Bothwellpark in Lanarkshire and at Wester Gourdie in Dundee, and at both of these sites advance factories are under construction.'

He concluded by announcing that the Board of Trade had given approval to an extension of 83,000 sq. ft. to the factory occupied by Rolls-Royce at Hillington. This project would include a new office block of 54,000 sq. ft. with the object of releasing additional space for production.

Jobs for 250 in East Lothian

JOBS FOR 250 men will be provided within the next three years in East Lothian by a new company, Aviamac Ltd., which has taken over the disused 200-year-old Prestonpans brewery as an engineering plant.

This was announced in Edinburgh on December 6 by the Scottish Council (Development and Industry).

The company – which is based at present in London – has just completed the first phase of its £150,000 conversion and extension of the 70,000 sq. ft. brewery and is investing more than £200,000 worth of plant and machinery. Full-scale production is expected to begin soon, and there will be a rapid build-up in the numbers employed to more than 100 by the middle of next year. The labour force will be recruited locally, and an intensive training programme is being planned.

New West Lothian plant

A FIRM of vehicle spring specialists, Frank Chapman & Sons (Leeds) Limited, have opened a depot on West Lothian County Council's Whitehill Industrial Estate, Blackburn, with plans to expand into a fully equipped maintenance, repair and manufacturing plant.

The manager of the newly-established plant, Mr. Michael Morgan, said: 'We believe there is tremendous potential for our services in Central Scotland, and in West Lothian we are well placed to serve a large sector of industry.'

More jobs for mining valley

THE BOARD OF TRADE announce that approval has been given for the construction of a major extension to their factory at Cymmer in the Glyncorrwg Valley.

Hazell Watson and Viney Limited, who are members of the British Printing Corporation, have their main printing works at Aylesbury where they produce magazines, catalogues, etc. They also produce illustrated text-books for overseas countries and print the Encyclopaedia Britannica.

The company occupied the Board of Trade factory at Cymmer, which is 75,000 sq. ft., in October 1961, and which they use for book binding. The extension, which will be of 35,000 sq. ft., will enable production to be substantially expanded. About 180 people are employed in the existing premises and, when the extension is completed, another 75 jobs will be available. At least 35 of these will be for men.

Allocation of advance factory at Holyhead, Anglesey

THE BOARD OF TRADE announce that the advance factory at Holyhead, Anglesey, has been allocated to Anglesey Knitting Company Limited, a newly-formed associate of a well-known Leicester firm, Fairfax Jersey Limited. The firm are engaged in knitting double jersey fabrics and are bulk suppliers to wholesalers, merchants and converters in the United Kingdom and overseas.

New machinery of advanced design will be installed in the factory and it is expected that about 45 people, mostly men, will be employed within one year. The firm, who will provide training at Holyhead, anticipate that employment will eventually be provided for approximately 90, the majority of whom will be male.

New factory for Dunfermline

PEEBLES AND COMPANY LIMITED, Gas Engineers, one of the Evered Group of Companies, based in Birmingham, are expanding and moving their premises to Dunfermline. The site of the company's present factory in Leith allows only limited growth, and the expansion which will be necessary to cope with the advent of natural gas has made it necessary to move elsewhere.

The company has bought a five-acre site in Dunfermline for the new factory and plans to complete the move by the end of 1968. The proposed factory will be about 35,000 square feet, with room for further extensions. It is expected that there will be jobs for about 140 initially, of which about 50 per cent will be men.

FACTORY SITES

(fronting Trunk Roads)

(a) 2 acres (or in 2 separate plots) fronting A.34, near A.5.

(b) 2¼ acres fronting A.5 (between A.34 and A.460).

Both sites lie within 2 miles of M.6 accesses and are available for sale or lease.

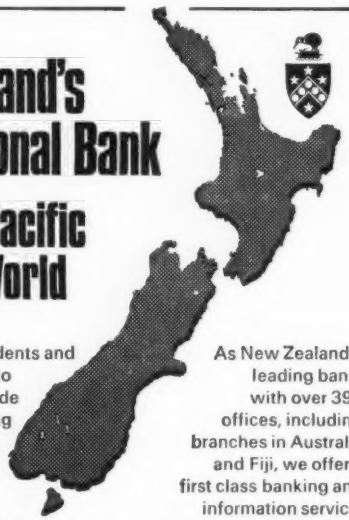
Further particulars from Clerk, Council House, Cannock, Staffs. (Cannock 2731/6).

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businesmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

New Zealand's International Bank links the Pacific with the World



Through correspondents and agents we are able to conduct a world-wide international banking business. Enquiries are welcomed both in London and at Head Office.

As New Zealand's leading bank, with over 390 offices, including branches in Australia and Fiji, we offer a first class banking and information service.

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INTRODUCTION

to

EXPORT MARKETING

A one-week's course for potential or recently appointed export managers and those intending to enter the export market. This course is designed to develop understanding of the specific problems encountered in marketing overseas, to show the techniques which can be used to solve these problems and to improve the skills involved in their use.

The course includes a two-day visit to an European market to study the export process at first hand.

1968 April 29-May 3 (visiting Zurich)
1968 September 23-27 (visiting Frankfurt)

Further information may be obtained from the Principal.

Ashridge Management College,

Berkhamsted, Herts.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49	Temporary importations: International Co-operation.
77E	(Re-issued February 1966) Purchase Tax – Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
SN6	Notice to Passenger (Exchange Control and Export Licensing).

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act. 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under the Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act. 1956. Surcharge, Distribuition Payments and Corresponding Repayments.

Export Rebates

435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
473	Ships and Aircraft.

Aviation and Shipping

Increases in international air tariffs

IN ANSWER to a Parliamentary Question on December 12 which asked 'whether he has approved the increases in international air tariffs which were agreed by an emergency conference of the International Air Transport Association on November 25, and what effect these increases will have on the prices of inclusive tour charter holidays', Mr. Anthony Crosland, President of the Board of Trade, said:

'The Board of Trade have approved the Resolutions of the International Air Transport Association, introducing modifications in international air tariffs to take account of the new exchange rates. The effect of these modifications is, in general, to maintain those international air fares and cargo rates which are expressed in sterling at their pre-devaluation level in terms of foreign currencies. In some cases, however, the sterling tariffs have been left unchanged or have been increased by a smaller proportion. Since the increases all relate to international tariffs, it is not appropriate to refer them to the National Board for Prices and Incomes.

'The effect of these increases would normally be to raise the minimum price which United Kingdom operators, as a result of Provision I of their air service licences, are required to charge for inclusive tour charter holidays.

'The Government has, however, decided that for the present winter season the minimum prices for such holidays should not be raised. Accordingly, the Board of Trade have, under the terms of Provision I, today approved a tariff which will have the effect of keeping the minimum prices for these holidays at the pre-devaluation level. This will not, however, affect the charges for inclusive tours on scheduled services operated by the airlines which are members of IATA, and which are bound by the relevant IATA Resolutions. Urgent consideration is being given to the minimum prices to apply to inclusive tour charters during the summer season of 1968, where wider issues are involved, and it is hoped to make a very early announcement. Meanwhile, tour organizers should in appropriate cases consider advising intending holiday makers that advertised prices may have to be increased.'

Note:

Following the announcement on November 18 of the devaluation of the £ sterling an Emergency Conference of IATA was held in London from November 22 to 25. The Conference resolved that airlines which base their tariffs on sterling should increase them with effect from November 27, subject to approval by the Governments concerned.

Standard Provision I in the licences issued by the Air Transport Licensing Board provides that IATA fares shall be charged in respect of Scheduled Services, and that in respect of inclusive tour charters the minimum prices for the package tour (air travel and accommodation) shall be the lowest regular air fare available to the public on the route and at the time in question.

The tariff approved by the Board of Trade for this winter's inclusive tours (i.e. those where the outward journey commences on or before March 31, 1968) carried by non-IATA airlines is the lowest applicable air fare available to the public on the same route which applied on November 17, 1967 (the pre-devaluation IATA tariff).

88 'British Crown'

THE FINDINGS of the Court of Formal Investigation into the circumstances attending the explosion and fire on board the tanker ss *British Crown*, ON 184684, at Umm Said in the Persian Gulf on December 25, 1966, were read at 4.30 p.m. on Thursday, December 14, 1967, in the Royal Courts of Justice, Strand, London, W.C.2.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, watching an exercise being carried out by the Fire Service Training School at Stansted Airport. The object of the exercise was to observe crews in their handling of appliances and equipment and the fire fighting tactics and techniques adopted. On Mr. Mallalieu's right is Mr. W. T. Martin, superintendent of the training school. The School was described in the JOURNAL *of December* 1, *page* 1382. (Photo by courtesy of the Herts & Essex Observer.)

Concorde roll-out ceremony at Toulouse

'WE HAVE before us the first civil supersonic aircraft in the world', said Mr. Anthony Wedgwood Benn, Minister of Technology, at the roll-out ceremony of Concorde at Toulouse on December 11. 'Behind this great achievement lies the work of tens of thousands of skilled and dedicated engineers, scientists, designers, managers, and workers from our two countries.'

Mr. Wedgwood Benn spoke of 'the unique stimulus that come from international collaboration.' 'Bristol did not want to be left behind Toulouse', he said, 'and Toulouse must have felt the same'.

Pointing out that, thus far, the programme had been maintained on the time schedule that was agreed, he said, 'this achievement is all the more notable when we consider the formidable difficulties – technical and economic – that have had to be faced.'

'Dock strike could cost £1 million'

THE FULL financial effect of the recent unofficial dock strike would not be apparent for some months – 'but it is not likely to be less than £750,000 and might well reach £1 million'. This was said by Mr. M. D. Oliphant, chairman of the Mersey Docks and Harbour Board in his annual statement covering the financial year ended July 1, 1967.

The Board's annual report says that vessels using the Port of Liverpool during the financial year totalled 31,176,266 net register tons, an increase of 502,956 net registered tons over the previous year, and the figure is just short of the all-time record established two years ago. The number of vessels using the Port increased by 507 to 16,651.

The total tonnage of cargo passing through the Port was 28,325,657 tons, or 1,401,058 tons less than last year's all time peak. Foreign exports increased by 3.2 per cent to a total of 4,405,395 tons, thus confirming Liverpool's claim to be Britain's premier export port in the deep sea trades. Foreign imports other than petroleum also increased by almost 2 per cent to a total of 8,547,723 tons. Oil imports totalled 13,700,452 tons.

Principal destinations of exports were Africa (23 per cent) Far East (20.8 per cent), Europe (14.7 per cent), South America (12.6 per cent), Australasia (11.6 per cent), United States (8.3 per cent), Near East (5.9 per cent) and Canada (3.1 per cent).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m. to* 5.30 *p.m.*

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, DECEMBER 5

International Monetary Fund

The debate on the International Monetary Fund (Letter of Intent) is reported in *Hansard* (Cols. 1142 to 1202).

Third Lanark Football Club

Mr. George Darling, Minister of State, Board of Trade, making a statement on his consideration of the report of the inquiry into the affairs of the Third Lanark Football Club, in answer to a question, said: 'The report of the inspectors who were appointed to investigate the affairs of the Third Lanark Athletic Club Limited was referred by the Board of Trade to the Lord Advocate on November 23.

Air fares from Gibraltar

A Member who asked why return tickets issued in Gibraltar for travel by air from Gibraltar to London were valid only for one month in view of the fact that in some other Commonwealth countries they last for three months, was answered by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, who said that return tickets for first and tourist class journeys by air from Gibraltar were valid for 12 months but excursion and inclusive tour holiday tickets were valid for one month. This followed the normal pattern of European air fares. In other areas different considerations applied.

New jobs in Blyth

Replying to a question on the number of new jobs provided in the Blyth constituency in each of the years from 1960 to 1967, and at the latest available date, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that the additional employment which applicants for industrial development certificates estimated would arise from industrial buildings completed in the Ministry of Labour Employment Exchange Areas of Blyth, Bedlington and Seaton Delavel during the years 1960-1966, and in 1967, so far as the information is yet available, was as follows:

Industrial building completed in	Estimated additional employment
1960	Nil
1961	90
1962	260
1963	530
1964	630
1965	420
1966	1,820
1967 so far as available	610

WEDNESDAY, DECEMBER 6

Commonwealth preferences

Mr. Anthony Crosland, President of the Board of Trade, was asked if he would give an assurance that he would not agree to any proposals put forward at the forthcoming meeting of the United Nations Commission on Trade and Development in New Delhi which would weaken the existing system of Commonwealth preferences. The President said: 'I would refer the hon. Member to my reply to a question by the hon. Member for Worthing on November 22 (see *Board of Trade Journal*, December 1, page 1387). The grant of special tariff treatment by other industrialized countries to imports of manufactures and semi-manufactures from developing countries would give developing countries in the Commonwealth new trading advantages to compensate them for the extent to which they would be called upon to share their present advantages in the British market.'

Price of newsprint

'Approaches have been received from certain manufacturers about increases in the price of newsprint and these are under urgent consideration,' said Mr. Darling, asked to make a statement on this subject.

Ban on advertising Scotch whisky in France

In answer to a question on the reasons given by the French Government in reply to representations about their ban on the advertising of Scotch whisky in France, Mrs. Dunwoody said that the French Government had introduced this ban as a measure in their campaign against alcholism, and had said that they could not contemplate lifting it in the face of strong domestic pressure to step up the campaign. United Kingdom trading interests had not asked for further representations to be made on this subject, but if they did and could provide fresh arguments which could be put to the French authorities, she would gladly consider their request.

Coin-operated amusement machines

A Member said that since October 1964 there had been an increase in the import of one-armed bandits, juke boxes and similar types of gambling machines and asked what was the latest annual expenditure on these types of amusement machines; and as devaluation would further increase the cost of these imports to Great Britain's dollar and foreign currency reserves, what action was proposed to prevent or limit the import of these items of merchandise. Mrs. Dunwoody replied that in 1964, coin or disc-operated amusement machines were imported to a cif value of £3.39 million. The figures for 1965, 1966 and for the first 10 months of 1967 were £4 million, £3.96 million and £3.52 million respectively. The full rate of import duty was now 20 per cent *ad valorem* and gaming machine duty was also payable. In so far as importers had to pay higher sterling prices for these machines as a result of devaluation, the amount of import duty payable on each machine would also be increased. No further action was proposed to limit these imports.

Safety standards of British aircraft

Asked whether he was satisfied that maintenance and reliability standards of aircraft were being maintained so that the public might continue to repose complete confidence in the safety standards of British commercial aircraft, Mr. Mallalieu said that the establishment of standards relating to airworthiness, maintenance and reliability of aircraft were matters which had been delegated to the Air Registration Board.

These standards complied with, and in many cases were more exacting than, those minimum standards agreed internationally. The Air Registration Board ensured that they were maintained by the examination and licensing of aircraft maintenance engineers, the approval and surveillance of overhaul facilities and where public transport operations were involved, the investigation of engineering and maintenance facilities available to the airline for the proposed operations.

Replying to a further question on operation of very large passenger aircraft equipped with not more than two power plants, Mr. Mallalieu said the safety regulations which governed the operation of all public transport aircraft were under constant review and took into account the number of power plants. These regulations, updated as necessary, would apply to the coming generation of very large passenger aircraft.

Trade with Portugal and Portuguese Africa

Mr. Darling, asked by what percentage the British share of the export market to Portugal, Mozambique, Rhodesia and Angola had been increased or reduced between 1963 and 1966; and what cash value this represented gave the following information:

	United Kingdom share of the market		Sterling equivalent in 1966* of increase in share of imports c.i.f.
	1963 Per cent	1966	
Angola	10·3	11·2	£700,000
Portugal	13·7	13·7	—
Mozambique	9·8	10·9	£800,000

Information is not available for Rhodesia because in 1963 it was part of the Federation of Rhodesia and Nyasaland and its imports were not separately distinguished.

* This is the amount by which actual imports from the United Kingdom exceeded what they would have been if the United Kingdom share of the market had remained as it was in 1963.

Sale of gold

A Member asked on what date, and why, the gold weighing approximately 460,220 fine ounces placed with the Bank of England by the Central Banks of Estonia, Latvia and Lithuania was sold; what sum resulted from the sale; how the proceeds were invested; and what was their market value today. Mr. Darling answered:

'The gold was sold on June 29, 1967. The purpose of the sale was that the proceeds could be invested and earn interest. As I stated in my reply to the Hon. and gallant Member on November 28, details of the transactions with the individual banks are confidential. The total amount realized by the sale was £5,803,122 13s. This has been invested in Treasury Bills which have since earned £80,000 in interest'.

Development of hotel and catering industry

Replying to questions on measures to ensure the provision of long-term loans for development and modernisation by the hotel and catering industry, and to assist the hotel and catering industry, Mr. Mallalieu said: 'I hope to be able to make a statement about the future of the hotel loan scheme before the Christmas Recess. Assistance to caterers who are not hotel-keepers would be a matter for my Right Hon. Friend the Minister of Agriculture, Fisheries and Food'.

Countries which have devalued their currencies

A Member asked which countries had devalued their currencies concurrently with the devaluation of sterling. The information was published in *Hansard* (Col. 330). See also *Board of Trade Journal*, December 1, page 1374 and December 8, page 1452.

Office building in London area

'We do not intend to make any changes at present in the office control in the Greater London area', said Mrs. Dunwoody, when asked if it was now proposed to vary the limit above which permits are required for new office building in the London area.

BNEC Report on Invisible Earnings

Answering a request to publish as a White Paper, with the comments of the Government, the Report on Invisible Earnings by the British National Export Council, Mrs. Dunwoody said that the report, which had already been published, was commissioned by and addressed to the British National Export Council and not the Government. The Government had welcomed the report and were giving careful consideration to those conclusions and recommendations which relate to possible action by Government departments.

Employment in Government-financed factories

Questions were asked on the number of men and women, respectively, employed in Government-financed factories in the North-East, in Sunderland, and in factories on the Team Valley Trading Estate, Gateshead, on the latest available date and the corresponding figures for 1964, 1965 and 1966. Mrs. Dunwoody gave the following information:

FACTORIES IN THE NORTH-EAST

Date	Males	Females	Total
October 1967	42,573	42,830	85,403
October 1966	42,298	43,590	85,888
October 1965	38,414	42,395	80,809
October 1964	35,089	40,588	75,677

FACTORIES IN SUNDERLAND

Date	Males	Females	Total
October 1967	6,110	6,570	12,680
October 1966	6,673	6,679	13,352
October 1965	5,158	6,370	11,528
October 1964	4,865	6,410	11,275

FACTORIES ON TEAM VALLEY TRADING ESTATE

Date	Males	Females	Total
October 1967	10,579	6,696	17,275
October 1966	10,872	7,221	18,093
October 1965	10,233	6,870	17,103
October 1964	9,762	6,684	16,446

Industrial development in Scotland

Answering a question on progress in attracting industry to the areas of pit closures in Scotland Mrs. Dunwoody said that since the beginning of 1965 55 firms had decided to set up factories in the Scottish coalfield areas and at present employed over 1,000 men. Over 12,500 more new jobs for men were expected to be created when these factories were fully manned, and from expansions now planned by firms already in these areas. Additional new jobs would be created in 19 advance factories yet to be allocated in these areas and she would continue to use her powers to encourage further developments.

Replying to a further question, on the statistical bases relating to the present geographical distribution of Scotland's industrial development and population on which plans have been formed for the introduction of new industries, Mrs. Dunwoody said that in the formulation of distribution of industry policy, account was taken of a wide range of information, both statistical and non-statistical. Among the more important statistics were those relating to employment and unemployment, population and industrial building.

Another Member asked how many advance factories had been built in West Stirlingshire; and what estimate had been made of the immediate prospects in view of the past closures of pits and the possibilities of further closures in the near future, Mrs. Dunwoody said: 'One factory at Kilsyth. I am aware of the difficulties created by pit closures in West Stirling and we are doing all we can to promote alternative employment by encouraging development of new industry.'

Untenanted advance factories

Replying to a Member who asked if the President would subdivide untenanted advance factories in development areas, or build new ones, subdivided, so as to make them suitable for firms employing 10 to 50 employees, Mrs. Dunwoody said advance factories were usually built in a range of sizes from 5,000 sq. ft. to 50,000 sq. ft. 'We have found that this range has satisfied most types of demand.' She added 'I am prepared to consider building smaller factories where necessary. It would not be economic or normally practicable to subdivide existing factories.'

Factory buildings in the North-West

A Member asked how many factory buildings were at present under construction in the North-West, specifying those in development areas and those outside them, respectively. Mrs. Dunwoody, pursuant to her answer on November 20 (*Hansard*, col. 246, and *Board of Trade Journal*, November 24, page 1320) circulated the following information.

It is estimated that the total area of factory building, including extensions to existing factories at present under construction in the North-West for which industrial development certificates have been issued, is about 8 million sq. ft. The number of certificates involved is 280 and of these 121 for a total area of about 4.5 million sq. ft. have been issued for the Merseyside Development Area.

THURSDAY, DECEMBER 7

Industrial sales

A Member asked what was the rate of interest to be charged on loans in respect of building costs for industrial estates in colliery areas.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said: 'As my right hon. Friend announced on November 14, new projects brought into the special development areas may receive loans at a moderate rate of interest. The appropriate rate of interest and other loan terms, such as the possible allowance of an initial period free of any interest payment at all, will be recommended in each case by the Board of Trade Advisory Committee as required by the Local Employment Acts. The effect is currently more favourable than using commercial sources.'

Imported vehicles

Questioned on what discussion she had had with the Norwegian Government about the increased duty on imported cars and commercial vehicles, Mrs. Gwyneth Dunwoody replied: 'None. The increases which the Norwegian Government announced on December 4 are in respect of their internal taxes on cars, and, as my hon. Friend will be aware, under the Stockholm Convention member countries of EFTA are free to determine their own level of internal taxation. The increases, though effective from December 5, have still to be ratified by the Norwegian Parliament. I understand that commercial vehicles are not affected by these changes.'

Aircraft take-off noise

In the House of Lords a Member asked whether Her Majesty's Government were aware that the instructions to pilots taking off from London Airport and other airfields to reduce power because of the sound nuisance to residents in the vicinity of these airfields constituted a grave risk of safety generally; and whether they were further aware that there was very little difference between decibels of sound of engines at full power and those at reduced power; and whether they would state the present position and provide details of any discussions at an official level which were taking place on this subject at the present time.

Lord Beswick replied: 'My Lords, compliance with jet take-off noise limits such as those imposed at Heathrow usually involves a reduction in power after the initial climb, but the manner in which the aircraft is operated to meet the limits is a matter for the operator to determine, taking account of the legal requirements relating to safety, including the techniques contained in the safety manual. The noise limits may at any time be departed from to the extent necessary for avoiding immediate danger. The procedures adopted by British operators for this purpose have been the subject of exhaustive study by officers of the Board of Trade and the Air Registration Board, who are satisfied that the procedures are safe.'

FRIDAY, DECEMBER 8

American interests in British firms

A Member asked, whether in the light of HM Government's decision to devalue sterling, the President would scrutinize strictly attempts made by United States financial, industrial and business interests to take over British firms in order to prevent undue interference in the development of British long-term economic policies. Mr. Darling replied: 'As the then Chancellor of the Exchequer stated on July 12 last year, our general policy is to welcome inward investment in this country by United States and other foreign companies; cases involving the take-over of existing companies which by their size or their nature constitute a vital part of British industry will continue to be considered on their merits. In considering these cases we shall naturally take account of all relevant circumstances.'

Exports to Argentine and Uruguay

Asked if he would hold discussions with the Uruguayan and Argentine Governments as a matter of urgency, to preserve British exports to those countries now threatened by the ban on imported meat, Mr. Mallalieu said that the Argentine and Uruguayan Governments had shown understanding of our difficulties resulting from the foot and mouth epidemic, and he had no reason to think that exports generally would be materially affected because of the measures which we had had to take and which applied equally to imports from most other countries. HM Government had been and would continue to be in close touch with the Argentine and Uruguayan Governments about all aspects of the problems which would arise.

MONDAY, DECEMBER 11

Welsh exporting firms

A Member asked whether she would list those firms and premises in Wales which she had invited honourable and right honourable Members representing Welsh consituencies to visit because of their notable contribution to exports.

Mrs. Gwyneth Dunwoody replied: 'Twenty-one invitations have been issued. These were to: Aberdare Cables Ltd., Aberdare; Apollo Leather Products Ltd., Glamorgan; Z. Brierley Ltd., Llandudno; Corgi Hosiery Ltd., Ammansford; Davies Steel Specialities Ltd., Pembroke Dock; Dendix Brushes Ltd., Chepstow; Eric Douglas Company (Cosmetics) Ltd., Cwmbran, Mon.; Excelsior Ropes Ltd., Cardiff; Finlay Engineering Ltd., Newport; Gnome Photographic Products Ltd., Cardiff; Home Fittings (Gt. Britain) Ltd., Tumble, Carms; Louis Marx & Co, Ltd., Swansea; Megaplas Ltd., Bedwas, Mon.; Metcalfe Equipment and Engineering Co. Ltd., Blaenau Ffestiniog; Ray-O-Vac International Corporation, Treorchy; Sandringham Leather Goods Ltd., Llandiloes, Mont.; Santon Ltd., Newport; Signode Ltd., Swansea; Austin Taylor Electrical Ltd., Bangor; United Kingdom Chemicals Ltd., Swansea; and Yendall & Co., Ltd., Risca, Mon.

Contributions to political causes

Asked whether he would now introduce legislation to give shareholders the right to contract out of contributions paid by their company to political causes, similar to the right of trade unionists to contract out, Mr. George Darling said: 'No. Information about political contributions by companies will soon have to be published in accordance with the Companies Act, 1967, and that, in my view, will give shareholders sufficient protection.'

Price increases due to devaluation

Questioned on what was the percentage increase in the sterling price of the following commodities, which he estimated would result from devaluation, namely, copper, aluminium, coffe, tea, cocoa, jute, cotton, sugar, tin, rubber, wool and tobacco.

Mr. George Darling replied: 'All I can give are the price changes since devaluation, which among other factors reflect its immediate effects:

Percentage changes in prices in the United Kingdom between November 17 and December 5, 1967

Copper	+ 9·7
Aluminium	+ 16·7
Coffee	+ 16·5
Tea	— 4·5
Cocoa	+ 10·3
Jute	+ 12·2
Cotton – (short staple)	+ 18·0
Sugar*	+ 4·5
Tin	+ 11·4
Rubber	Nil
Wool (merino)	+ 17·5

*Prices of sugar traded outside the Commonwealth Sugar Agreement. The price of sugar traded within the Agreement, which covers the bulk of United Kingdom imports, is unaffected by devaluation.

There have been no tobacco sales.

BoT Advisory Committee grants

Two questions were asked on applications to the Board of Trade Advisory Committee. One was on how many applications to the Board of Trade Advisory Committee for grants were currently under consideration; and what was their value. The other was on how many applications to the Board of Trade Advisory Committee for grants had been under consideration by the Committee for more than six months; and what was their value.

Mrs. Gwyneth Dunwoody replied: 'Applications for Local Employment Acts assistance are made to the Board of Trade, who consult the Advisory Committee as necessary under the terms of the Acts. The number of grant applications which the Advisory Committee have been advised were eligible for consideration and which were under investigation by the Committee at November 30, 1967 was 699. Details of the values of these applications and the time they have been outstanding are not readily available and it would involve disproportionate time and effort to extract them.

Newcastle-upon-Tyne and Newburn Urban district

In reply to questions on the number of people in employment in Board of Trade factories in Newcastle-upon-Tyne and Newburn urban district and on the Stanners Trading Estate at the latest possible date, and for each of the last five years; and asked to estimate the numbers projected in the next 12 months, Mrs. Dunwoody gave the information published in *Hansard* (cols. 70-72). 'I cannot estimate probable employment when all existing factories are occupied until it is known who will take two factories at present vacant,' she said.

A further question concerned the number of new jobs for men and women provided in Newcastle-upon-Tyne and Newburn urban district, respectively, during each of the last five years; and an estimate of the numbers projected in the next 12 months. Mrs. Dunwoody replied that information on the number of new jobs provided was not available but the additional employment which applicants for industrial development certificates estimated would arise from buildings completed for manufacturing industry in the employment exchange areas of Newcastle-upon-Tyne and Newburn was given in the table below.

These two exchange areas could not be considered in isolation in view of the extensive travel to work in the district and the table, therefore, included similar information for the Tyneside Group of employment exchanges as a whole.

'It is not possible to say how many jobs will be provided during the next 12 months,' said Mrs. Dunwoody, 'but on the basis of estimates given by applicants for industrial development certificates, the number of new jobs expected to arise within the next four years in authorized new industrial buildings and in existing buildings taken over by manufacturing industry in the Newcastle and Newburn employment exchange areas totals 530 for males and 140 for females. The figures for the Tyneside group are 4,800 for males and 3,100 for females.

Private industry investment intentions

Replying to a question on what was his latest estimate of the investment intentions of the following sectors of private industry, namely, mechanical engineering, electrical engineering, metals and metal manufactures, vehicles, textiles, clothing, footwear and leather, food, drink and tobacco, chemicals, building materials, pottery and glass, paper and printing, and the distributive and service trades; Mr. George Darling replied: 'The latest available information was published in the *Board of Trade Journal* of October 20, including some broad indications of the likely changes between 1967 and 1968 in the investment of certain industry groups within manufacturing industry.

Grant for RNLI

Answering a question on whether he would take steps to provide a grant to the Royal National Lifeboat Institute in order to further its work, Mr. Mallalieu said: 'The Royal National Lifeboat Institution has not asked for a grant and I understand that it prefers to be completely independent. The Institution provides an excellent life-saving service and I am not aware of any reason for the Government to intervene.'

Projection of Scotland and Wales in British Weeks

Asked what provision she made for the adequate projection of Scotland and Wales, respectively, in Government-sponsored British weeks in overseas countries, Mrs. Gwyneth Dunwoody said: 'The purpose of British Weeks is to promote exports from all parts of the United Kingdom, and firms and trade groups in Scotland and Wales make use of these opportunities in the same way as those in other parts of the country. In providing the setting we have also availed ourselves of suitable features exemplifying Scotland and Wales.'

Areas suffering from colliery closures

A Member asked if service industries, extensions, and transfers from one development area to another would be included in the special incentives to help areas suffering from colliery closures. Mrs. Dunwoody answered that the special incentives were designed to encourage an influx of new industry into the special development areas and to help incoming firms to overcome the initial problems of setting up new projects in these areas. It would not therefore be appropriate, in general, to extend the incentives to the categories mentioned, nor would it be suitable to assist firms merely to transfer from one part of a development area to another.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 783 *of the* Board of Trade Journal *of September* 29.

Industrial building completed in	Tyneside Group		Newcastle-upon-Tyne Exchange		Newburn Exchange	
	Males	Females	Males	Females	Males	Females
1962	1,660	350	60	20	360	90
1963	430	410	30	10		
1964	880	1,210	80	80		
1965	2,100	1,910	150	40		
1966	4,310	670	90	—		
1967	920	480	100	170		

Notes:
Owing to the risk of disclosure it is not possible to give figures for individual years for Newburn.
Figures for 1967 are incomplete.
The Tyneside group comprises the employment exchanges of Blaydon, East Bolden, Delling, Gateshead, Jarrow and Hebburn, Newburn, Newcastle, Elswick, Walker, North Shields, South Shields, Wallsend, West Moor and Whitley Bay.

New Books

The developing world

The Organization for Economic Co-operation and Development has recently published two substantial directories of organizations concerned with aid to developing countries. **A Global Directory of Development Finance Institutions in Developing Countries,** edited by J. D. Nyhart and Edmond F. Janssens for OECD's Development Centre (449 pages. 44s., by post 48s. 6d., from HMSO and Government bookshops), contains information on 340 institutions in over 80 developing countries – the countries which appear in the International Development Association's list of member countries eligible for IDA loans. The financial institutions covered are those providing general medium- and long-term financial assistance to a developing economy, excluding central banks, commercial banks, short-term credit institutions, and a number of very specialized bodies. For 217 of those listed full information is presented, including address, telephone number and cable address, a detailed description of operations, the names of the board of directors and senior officers, and descriptions of the organization's departmental structure and juridical basis. In addition for 209 of them a profit and loss statement and a recent balance sheet are provided, both in standardized form. For the remaining 123 institutions name and address only are given. These are institutions for which it proved impossible to obtain further particulars, which did not wish to be included in the directory, or which are predominantly concerned with extending commercial or non-development loans. The other publication – **OECD-ICVA Directory: Development Aid of Non-Governmental Non-Profit Organizations** (1,378 pages, 132s., by post 136s. 6d., from HMSO and Government bookshops) – was compiled in collaboration with the International Council of Voluntary Agencies. It covers national and international voluntary agencies (secular and religious), foundations, trade unions, co-operatives, professional associations and others including among their activities any kind of identifiable economic or social help to developing countries. The organizations listed are those based in the 18 OECD countries (except the United States, for which an adequate directory already existed), and a number of ICVA members outside them. The work is arranged to give easy access to (a) the total range of activities of a particular organization, and (b) the organizations, and the nature of their work, active in giving aid to a particular developing country.

Trade Expansion and Economic Integration Among Developing Countries. Report by the Secretariat of the United Nations Conference on Trade and Development (106 pages. United Nations. 15s., by post 15s. 10d., from HMSO and Government bookshops). The principal functions of UNCTAD are to promote international trade, in order to accelerate economic growth, particularly trade, between countries at different stages of development. It is therefore important that the Conference should find a new world trade policy which would help to narrow the gap between the slowly growing export earnings and the rapidly increasing import needs of the developing countries. An important contribution to such a policy would be an increase in trade between the developing countries. This publication is one of two studies (the other is entitled *Trade Expansion and Economic Co-operation Among Developing Countries*. United Nations. 1967), made by UNCTAD to provide data on which some decisions on future operations could be based. The report noted here surveys the potential, requisites and plans already in existence for economic integration. The problem of the equitable distribution of the benefits of integration, regional investment policy, regional trade liberalization, regional groupings and the problems and possibilities of a general trade expansion are also fully discussed. The final chapter deals with proposals and recommendations for future action.

A Practical Guide to Industrial Development, by Richard S. Kaynor and Konrad E. Schultz (356 pages. Pall Mall Press, for Praeger. 107s.). This book is concerned with the development of industries in the developing countries of the world. Emphasis is placed on the role of small business as an essential ingredient of the free enterprise system and a stimulus to further industrial expansion. The four main sections of the book deal respectively with regional industrial development corporations, the identification of industrial development opportunities, industrial promotion, and sources of finance. Naturally in a book by American authors (both are industrial development consultants), there is a bias towards describing United States sources of information and finance, but in the book as a whole there is much information which will be useful to businessmen in other countries and to those working in development organizations all over the world. It must be pointed out, however, that the absence of an index prevents the book being used effectively in the way its authors intended, as a ready reference. It is published in the series of *Praeger Special Studies in International Economics and Development.*

Management and World Development, by Stanley Hyman (142 pages. Sir Isaac Pitman & Sons Ltd. 27s. 6d.). This book is about economic growth in developing countries. The author surveys the present scene, explores ways of facilitating development and suggests ways of how the separate efforts now devoted to development might be integrated. Part one of the book is a brief guide to the world economy and examines the chief forces encouraging growth – official aid and private investment. Part two discusses the role of business in economic development and explores the international business firm as a possible source of more extensive foreign assistance to developing countries. Part three presents a balance sheet setting out forces for and against development. It goes on to consider the relationship between government and business. The probable consequences of current trends are extrapolated into a pattern for the future, and finally the role of management in this evolving situation is considered.

Marketing Overseas, by Henry Deschampsneufs (229 pages. Pergamon Press. 40s. hardcover, 25s. flexi-cover). Although covering much of the same ground as his earlier book *Selling Overseas: the principles of export marketing*, published in 1960, the author has completely re-written and recast the text so that it is virtually a new book. New developments have occurred since the earlier volume and account has been taken of these. There are a few minor inaccuracies that have been allowed to creep in, e.g. the title *Official trade and navigation returns* (sic) is quoted for trade figures instead of the new title *Overseas Trade accounts*, p.54, but these do not detract from the overall usefulness of the book. The author's aim is to illustrate the principles of marketing and demonstrate how best these can be applied to exporting. Chapters are devoted to research, production, distribution, promotion, finance and personnel, and on the more practical side of exporting to transport and documentation. Advice is given on how to choose an export market, and in a final chapter 10 factual case studies are examined. The volume appears in *The essentials of marketing series* in the publisher's Commonwealth and International Library.

Commonwealth and Sterling Area 87th Stastistical Abstract. Board of Trade (12s., by post 12s. 7d., from HMSO and Government bookshops). This publication summarizes the external trade of the Commonwealth and sterling area countries individually and as a group, showing the movement of goods to and from other parts of the world up to the end of 1966. The detail is supplemented by index numbers of the volume and value of sterling area trade and by tables on related subjects, such as movements in prices of commodities important in the exports of the Commonwealth and sterling area countries and the production and consumption of selected commodities. The abstract also contains population statistics, and balance of payment tables for the overseas sterling area as a whole and for the number of individual countries including the United Kingdom.

Other publications

BRITISH COMMONWEALTH AND INTERNATIONAL TRADES INDEX. Classified Trades Lists of Business Houses and their Cables, Postal Addresses and Telephone Numbers – in the British Commonwealth and the United Nations 1967-68. 826 pages. Business Dictionaries Ltd., Sells House, 39 East Street, Epsom, Surrey. 55s.

ECONOMIC SURVEY OF EUROPE IN 1966. Part 1: The European Economy in 1966. Prepared by the Secretariat of the Economic Commission for Europe, Geneva. Published by the United Nations, New York. 19s., by post 20s., from HMSO and Government bookshops.

IPA NATIONAL READERSHIP SURVEYS 1967. Tables of reading frequency for 26 publications, fieldwork period July 1966-June 1967. The Institute of Practitioners in Advertising, 44 Belgrave Square, London, SW1. The cost of the 1967 surveys is 20 guineas per set; 15 guineas to contributors and member-agencies.

ULSTER YEAR BOOK. The Official Handbook of Northern Ireland 1966-1968. The last of the three-year series. To be published in future as an annual. 282 pages. 10s., by post 12s. 3d., from HMSO and Government bookshops.

WOMAN AND THE NATIONAL MARKET – Expenditure on branded food products. Second Quarter 1967. An Odhams Research Project. 94 pages. Odhams Press Ltd., 96 Long Acre, London, WC2. 5 guineas.

YUGOSLAVIA. November 1967. 40 pages. Economic Surveys by the OECD. 5s., by post 5s. 5d., from HMSO and Government bookshops.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 423 *Oxford St., London, W.1;* 13*A Castle St., Edinburgh 2; Brazennose St., Manchester 2;* 35 *Smallbrook, Ringway, Birmingham 5;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol 1;* 7-11 *Linenhall St., Belfast 1; or through any bookseller.*

BARCLAYS BANK D.C.O.

Enormous Growth in Savings Business

THE 42ND ORDINARY GENERAL MEETING of Barclays Bank D.C.O. will be held on January 3, 1968, in London.

The following are extracts from the statement by the Chairman, Mr. Frederic Seebohm, circulated with the report and accounts for the year ended September 30, 1967:

News of the devaluation of sterling comes as we go to press. It is too soon to forecast the effect this will have on the economy or on the Bank. I hope to say more on this subject at the annual general meeting.

I referred last year to the effect on our profits of Government measures to combat inflation, both here and overseas. The past year has seen little change in this respect; inflation persists and we are still subject to advances ceilings in various parts of the world. On the other hand our funds raised continue to grow and to an increasing extent these are interest bearing, due not a little to the success of our savings bank campaigns. No banker likes to turn away money which he thinks will be useful to him when the period of restriction is over but while the restrictions are in force profit margins inevitably suffer, particularly in the face of competition for money from other institutions whose leading activities are not subject to such close official control. On the other side of the picture costs, particularly in respect of staff, have risen sharply.

Expansion pattern

It is difficult to name any single indicator of the true growth of a bank's business but clearly three principal factors are the totals of deposits, advances and the number of account holders. The following figures show how we have fared under each of these headings over the last five years:

	Sept. 1962	Sept. 1967	Increase
Deposits	£728,000,000	£1,267,000,000	74%
Advances & trade bills	£356,000,000	£744,000,000	109%
Number of account holders	2,055,000	3,350,000	63%

These figures show the growth in the size of our business over this period, to handle which we have opened new offices and taken on additional staff as follows:

	Sept. 1962	Sept. 1967	Increase
Offices open	1,317	1,597	21%
Number of staff	18,265	23,900	31%

Of our 3,350,000 accounts, well over 2 million are savings accounts, whereas five years ago there were under three quarters of a million.

Streamlined Procedures Vital

We have always felt that we should foster the savings instinct, partly because of the value of this as a service to developing countries, partly because it gives us grass-root contacts with the community on which to build for the future. The funds raised thereby have the advantage of greater stability than current account money but the individual balances are generally small, the customers sometimes illiterate and this, added to the sheer volume of the business, makes the provision of an adequate service expensive in terms of staff and premises employed. The other factor is the increased competition for deposits fixed for varying periods and the growing sophistication of the general public in looking for profitable uses for temporarily surplus funds. In these circumstances it will readily be appreciated that the maintenance of profit margins calls for increasing vigilance and highlights the importance of streamlining our organisation and procedures.

Ultimately the solution may be in the use of centralised computerisation, though at present the wide geographical distribution of these accounts and communication problems make it difficult to forecast when such a development might become feasible. Meanwhile our computer in London is now in operation. In South Africa we have now put the bulk of our Johannesburg branches' current accounts on to our computer there, as well as approximately one quarter of the savings accounts, with excellent results.

Exports

We are all anxious to promote British exports wherever possible and it is interesting, when overseas, to see whether one can discover any root causes why they are not expanding faster. Great emphasis has been placed by the Government on the economy of scale. It is true that many products can be made more cheaply in larger units but it does seem that too much emphasis is being placed on this as a panacea for our troubles of productivity. One of the early maxims instilled into the banker is that two stones tied together do not necessarily float; greater size is by no means always necessary for greater efficiency.

In examining the cause of failure to export more, I believe that lack of good quality and good design, which usually go together, are the prime causes of loss of markets; good service and firm delivery dates come next; cost for a very large number of products comes well down the list. Somehow it seems that we have fallen behind in originality of design and in making products suitable for the special conditions in the countries in which we hope to sell. It is interesting to note that in some industries in Hong Kong (which must export or die) some of the highest paid officials are those who are concerned solely with quality and design. Perhaps more attention should be given to the status of such people in this country.

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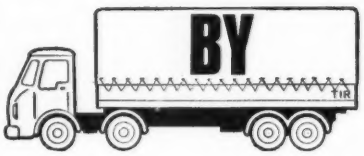

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location of Sale	Auctioneers
Dec. 19-20 . .	**Technical and Miscellaneous Stores, including,**	**Western Command Ordnance Depot, Hereford.**	**Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 0432-4366).**

Pedestrian operated fork lift trucks; road roller; asphalt mixers; tipping trailers; storage tanks; generating sets and motor generators; batteries; tarpaulin sheets; telephone sets; telegraph typewriters; tape recorders; oscillographs; periscopes; binoculars; levels; theodolites; Avo minors; used tyres; Warsop breakers; water pumps; hydraulic jacks; ladders; fire hoses and equipment; electric cable; small tools; transformers; mattresses; palliasse cases; blankets; curtain material; boots; BD trousers and blouses and other clothing; bedsteads; wardrobes; chairs and other furniture; wireless, signal, motor vehicle and aircraft spares; scrap canvas, webbing and rags; and **machine tools, viz.: drills; universal grinders; horizontal millers; bending, rolling and cutting machines, etc. The majority of which are lying at Royal Navy Propellant Factory, Caerwent, Newport, Monmouthshire.**

January 9-11,1968	**Miscellaneous Stores, including,**	**The Lido Ballroom, Worthy Lane, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).**

Clothing and textiles, including greatcoats; vests; drawers; blouses; berets; jumpers; jackets; trousers; coir and hair mattresses; carpets, etc.; furniture, including steel wardrobes, cupboards and lockers; stacking chairs; easy chairs, etc.; M.T. spares; steel helmets; various paints, primes and varnishes; refrigerating units and spares; water pumps; steam boilers; electrical equipment; welding electrodes; ships lanterns; binoculars; watches; monoculars; wall clocks; cameras and photographic equipment; old rubber tyres; and a large selection of other stores.

January 18 . .	**Miscellaneous stores and machinery, including,**	**Sale held at Auctioneers premises . .**	**Woolland, Son & Manioc (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292).**

Coke crushing and riddling machine; sand conditioning plants; portable air conditioners; hand operated winch; mobile jib crane; mobile plant shifter; binoculars; miscellaneous photographic equipment; electrical equipment and electric cable; M.T. spares including jacks and scrap batteries; steel chests (with keys); wooden boxes; miscellaneous clothing and textiles including shoes, jerkins, carpets, rugs, mixed rags, old bunting, sails, cork, various bags, 4 tons old tentage, 14 tons old rubber; furniture including wardrobes, chairs, tables, bedside chairs, arm chairs, lockers, etc.; and a large assortment of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Single spindle automatics; horizontal and vertical borers; horizontal, vertical and radial drills; plain, internal, surface, universal, tool and cutter and crankshaft grinders; gear grinding, cutting and testing machines; capstan, turret and centre lathes; horizontal, vertical, universal, plano and profile millers; presses; guillotine; threading and thread rolling machines; shaping, sawing, welding, woodworking machines, etc. Located at Ordnance Supply and Disposal Depot, Branston, Burton-on-Trent, Staffs. Permission to view on presentation of Tender Form only, obtainable from Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tender must be returned by 10 a.m. January 11, 1968.

By Order of The Secretary of State for Defence PRELIMINARY ANNOUNCEMENT, RAF No. 35 M.U. 3 Site HEYWOOD, LANCS. AUCTION IN ONE LOT, March 1968, 287,725 Sq. Ft. Single Storey Buildings close to Lancs/Yorks Motorway. Edward Rushton Son & Kenyon, 12 York Street, Manchester, 2. Tel. 061-236 1937 and at London, Tel. 01-588 4601.

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Chichester House
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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1966															
1st quarter	131	134	166	155	130	110	160	135	165	180	154	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	166	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	169	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	190	173	+ 48	+ 3	—10	+14
2nd quarter	132	133	166	162	129	109	174	127	178	199	185	+ 39	+ 4	—13	+14
3rd quarter		133*				111		122*	169*				— 42*	—30*	—20
1967															
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August		133*				111									
September		132*				111									
October						112									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	.	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—302
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·4	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter	148*	101*	139·8	+1·7	110·6	134·7	177·0	555	158		162	157	
1967													
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·4	543	155		157	163	
August	146*	101*	139·7	+1·4	110·8	134·7	176·9	559	155		162	155	
September	148*	101*	139·6	+1·5	111·6	134·9	177·8	563	165		166	150	
October			140·6	+2·0	111·6*	135·3*	177·8	541	176		163	125	
November					114·9*	135·5*		536	181				

*Provisional. †Not seasonally adjusted.

WHOLESALE PRICE INDEX NUMBERS

Further rise in prices of materials in November

PRICES OF BASIC materials and fuels used in manufacturing industry, which have been rising slightly over the past few months, rose rather more sharply, by 2½ per cent, in November to lift the average for October and November some 2 per cent above the level of the third quarter. Both the food and non-food sectors contributed to this rise. Only a small part of the increase in the provisional index for November can be attributed to the devaluation of sterling. The major factor in the non-food sector was the further rise in copper prices as a result of the continuing strike in the United States. In the food sector, a rise in the price of imported sugar was mainly responsible for the upward revision of the October figure, but a number of items, both imported and home produced, contributed to the further rise in November. Output prices of all manufactured products sold on the home market edged up a little more in November, bringing the index about 1½ per cent above its level at the end of last year.

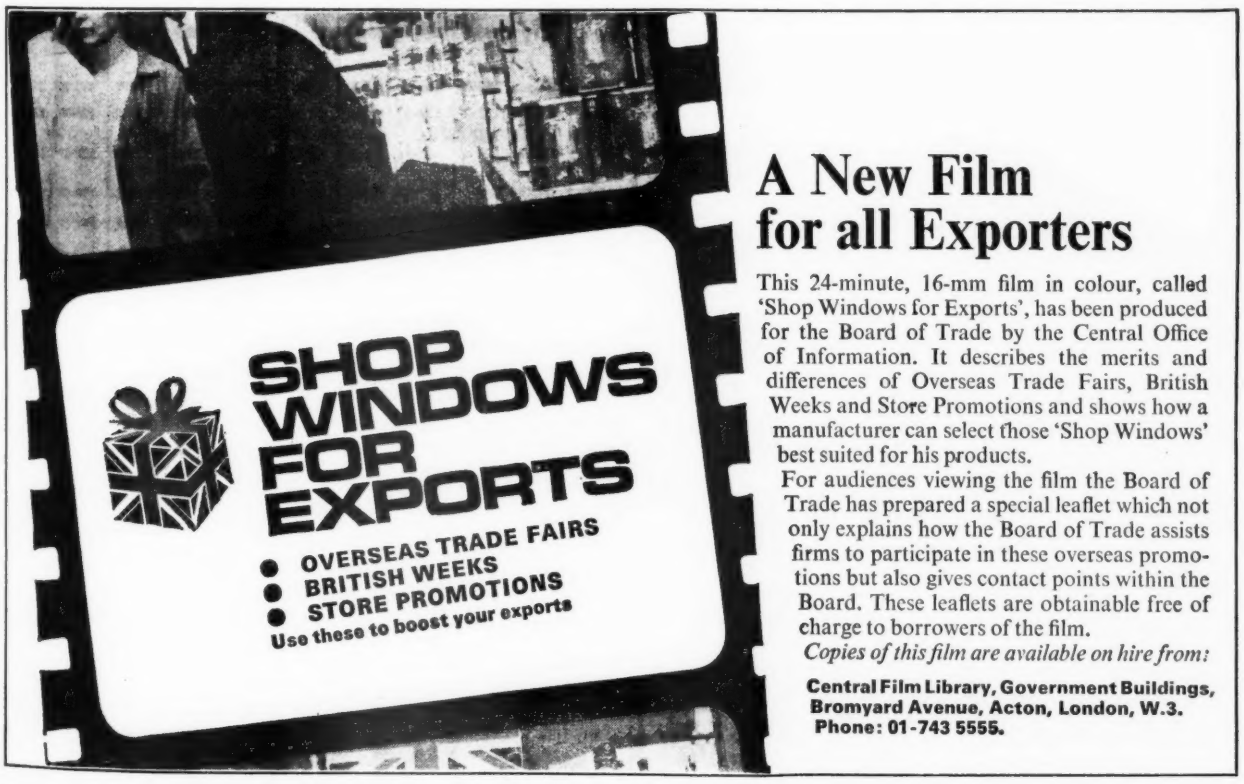
Materials and fuel used in broad sectors of industry

The rise in November in materials and fuels used in the food manufacturing industry reflected price increases in a number of imported and home produced commodities, including cocoa, cereals, home produced beet, and manufactured oils. The index numbers for the mechanical engineering and electrical machinery industries continued to rise, following higher prices for copper and brass products, and, on average for October and November, were about 1½ and 2 per cent respectively above the third quarter level. An increase in November of nearly 1½ per cent in the index for the textile industries was largely attributable to higher prices for raw cotton. The index for the chemicals industry also rose, by about 1 per cent, reversing the fall in the previous month, and reflecting price increases in a number of imported materials. The index for the timber industries rose a little but there was again no change in the index for the paper industries. The index numbers for materials used in construction and in house building rose further and, on average for October and November, were about ½ per cent above the third quarter level.

Output of broad sectors of industry

With no change in the output prices of the food industry in November, the index remained about ½ per cent above the third quarter's level. In the non-food sector there were marginal increases in November in the index numbers for chemicals, clothing, timber and engineering products, but those for iron and steel, textiles and paper were unchanged. Comparing the average for October and November with the third quarter, there were increases of about ½ per cent in the index numbers for chemicals and for engineering, and a fall of about ½ per cent for the paper industries.

(*Continued on next page*)



A New Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966		1967			1966	1967							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Nov.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	111·1	110·0	109·8	108·5	108·3	110·1	108·6	108·8	108·2	107·8	108·3	108·7	109·3*	111·9*
	Basic materials	105·8	104·3	104·0	102·7	102·6	104·4	102·8	103·1	102·3	102·1	102·6	103·1	103·6*	106·6*
	Fuel	151·9	153·9	153·6	152·3	152·2	154·1	152·7	152·0	152·0	152·0	152·2	152·2	152·4*	152·7*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	114·6	113·0	112·0	109·8	110·6	113·3	109·9	110·0	109·6	109·3	110·8	111·6	111·6*	114·9*
	Basic materials other than fuel	108·0	105·8	104·6	102·2	103·3	106·1	102·2	102·5	102·0	101·9	103·5	104·5	104·4*	108·2*
211 to 229	Materials and fuel used in the food manufacturing industries.	104·4	104·0	105·5	105·6	103·7	103·6	105·6	105·9	105·1	104·8	103·3	102·9	104·4*	105·8*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·7	116·7	116·0	115·6	116·9	116·5	115·5	115·4	115·8	116·4	117·0	117·3	116·5*	117·6*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	149·5	149·1	148·4	146·1	146·7	149·5	145·9	145·8	146·4	146·6	146·5	146·9	147·6*	150·0*
Order X	Materials and fuel used in the electrical machinery industry.	144·2	142·2	141·1	137·8	138·7	142·6	137·7	137·6	138·1	138·0	138·7	139·3	140·2*	142·9*
Order XIV	Materials and fuel used in the textile industries	97·6	95·1	94·7	94·3	91·6	95·0	94·5	94·6	94·0	92·5	91·2	91·2	90·6*	91·9*
Order XV	Materials and fuel used in the timber industries	122·7	122·8	122·6	122·4	122·7	122·9	122·4	122·5	122·4	122·6	122·7	122·8	122·8*	123·1*
Order XVII	Materials and fuel used in the paper industries	114·9	114·8	113·9	113·6	113·8	115·3	113·7	113·5	113·6	113·8	113·7	113·8	113·8*	113·8*
Part of Order XVII	Construction materials	134·3	133·8	133·7	133·7	134·5	133·8	133·8	133·7	133·7	133·9	134·4	135·1	135·2*	135·8*
	House building materials	135·2	134·9	134·8	134·7	135·7	134·9	134·7	134·7	134·8	135·0	135·7	136·5	136·6*	137·1*

*Provisional figure.

2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966		1967			1966	1967							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Nov.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.
Orders III to XVI	All manufactured products: Total sales	133·0	133·1	133·5	133·7	134·6	133·1	133·7	133·6	133·6	134·3	134·6	134·8	135·1*	135·2*
	Home market sales	134·0	134·0	134·3	134·4	135·0	133·9	134·4	134·4	134·2	134·8	135·1	135·2	135·6*	135·7*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	132·8	132·8	133·0	133·2	134·4	132·8	132·2	133·1	133·2	134·1	134·5	134·8	135·1*	135·2*
	Home market sales	133·8	133·5	133·6	133·6	134·7	133·5	133·6	133·6	133·5	134·4	134·7	134·9	135·3*	135·5*
211 to 229	Products of the food manufacturing industries: Home market sales	123·6	123·7	125·4	125·5	125·5	123·5	125·7	125·8	125·2	125·4	125·4	125·6	126·0*	126·0*
263 to 277	Chemicals and allied industries: Total sales	109·2	108·8	108·9	108·8	110·0	108·5	109·0	108·7	108·7	109·4	110·1	110·5	110·4*	110·6*
	Home market sales	110·2	110·0	110·0	109·9	111·0	109·9	110·0	110·1	109·7	110·4	111·2	111·3	111·3*	111·5*
311 and 312	Iron and steel industries: Total sales	136·6	136·2	136·2	136·4	136·7	136·0	136·1	136·6	136·6	136·6	136·8	136·8	136·8*	136·9*
	Home market sales	142·1	142·0	142·1	142·1	142·1	142·0	142·1	142·1	142·1	142·1	142·1	142·1	142·2*	142·2*
Orders VI to IX	Engineering and allied industries: Total sales	138·8	138·7	139·0	139·6	140·6	138·8	139·3	139·4	139·8	140·3	140·7	140·9	141·0*	141·2*
	Home market sales	137·7	137·1	137·3	137·2	137·9	137·1	137·3	137·1	137·1	137·6	137·9	138·1	138·3*	138·5*
Order X	Textile industries other than clothing: Total sales	113·9	113·7	113·5	113·7	112·6	113·6	113·7	114·1	113·3	112·4	112·7	112·7	112·7*	112·7*
	Home market sales	112·6	112·0	111·6	111·2	110·6	112·1	111·2	111·2	111·1	110·8	110·7	110·4	110·4*	110·4*
Order XII	Clothing and footwear: Home market sales	119·9	120·2	120·3	120·3	120·5	120·1	120·2	120·3	120·4	120·4	120·5	120·5	120·6*	120·7*
Order XIV	Timber industries: Home market sales	125·6	125·7	125·6	125·3	125·4	125·7	125·3	125·3	125·3	125·3	125·5	125·4	125·4*	125·5*
481 to 483	Paper industries: Home market sales	120·6	120·6	120·6	120·7	120·9	120·6	120·6	120·8	120·8	120·8	120·8	121·0	120·3*	120·3*
Order XVII	New construction‡	140	140	141	142	143				142			143		

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).**

3 (a). Commodities produced in the United Kingdom – 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 24, 1967. (monthly averages)

	1966	1967			
	Nov.	May	Sept.	Oct.	Nov.
Coal†	174·3	168·4§	169·0††	175·0††	175·0
Slates	183·9	183·9	180·9	180·9	180·9
Salt	110·8	123·3	123·3	123·3	123·3
Flour	120·5	125·9	125·9	125·9	125·9
Sugar, refined	108·7	116·5	113·8	117·2	118·1
Chocolate and sugar confectionery	111·3	113·6	114·1	114·1	114·1
Beer	136·0	136·4	136·4	136·4*	136·4*
Tobacco and cigarettes	154·6	154·3	154·3	154·3	154·3*
Hard coke	186·5	186·5	186·5	186·5	186·5*
Motor spirit, standard grade (including duty)	131·5	129·3	135·9	135·9	135·9*
Medium fuel oil (950 secs.)	140·8	140·8	160·3	160·3	160·3
Lubricating oils and greases	131·3	131·2	134·6	134·6	134·6*
General chemicals	104·0	103·0	104·4	104·5*	104·5*
Pharmaceutical chemicals	57·6	57·3	57·5	57·6	57·6*
Pharmaceutical preparations	103·2	103·1	103·0	103·1*	103·1*
Toilet preparations	148·7	148·9	149·8	150·1*	150·3*
Paint for building and decorating	116·8	116·5	116·6	116·6	117·0*
Soap	154·9	154·8	153·6	153·6*	153·6*
Soapless detergents	106·4	106·4	101·8	101·8	101·8*
Synthetic resins and plastic materials	74·4	73·4	73·7	73·8*	74·0*
Steel sheets	137·9	137·9	137·9	137·9*	137·9*
Tinplate	130·5	129·8	129·8	129·8*	129·8*
Other steel goods (excluding tubes)	141·6	141·7	141·7	141·8*	141·8*
Steel tubes	151·7	151·9	151·9	151·9*	152·0*
Iron castings	156·2	156·4	156·3	156·5*	156·4*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·9	151·8	151·8	151·8	153·5
Rolled	142·2	142·2	142·2	142·2	144·0
Castings	152·8	152·8	155·5	155·5	155·5*
Forgings	144·7	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	172·5	137·3	150·6	155·9	197·3
Photographic paper and films ,etc.	125·7	125·6	132·2	133·3	134·1
Spectacles, etc.	140·4	140·4	140·4	140·4	141·3
Dental goods	147·6	147·6	149·8	150·5	150·6*
Gramophone records	146·5	146·5	146·5	146·5	146·5
Domestic electrical appliances	103·5	103·2	103·2	103·1*	103·1*
Perambulators, etc..	130·7	131·2	131·3	133·0	133·6*
Tools and implements	156·8	157·4	160·7	161·6	163·2*

	1966	1967			
	Nov.	May	Sept.	Oct.	Nov.
Cutlery	140·0	140·0	140·0	140·0*	140·3*
Cutlery (other than razors and razor blades)	151·2	151·2	151·2	151·2	151·2
Spoons and forks	168·2	168·2	171·8	172·7*	173·7*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	171·2	176·3	176·9	177·2*	177·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5*
Cotton yarn	98·9	97·9	97·8	97·7	97·6
Spun rayon yarn	101·7	100·2	99·1	99·1*	98·3*
Irish linen yarns (wetspun)	127·6	124·2	120·8	122·1	126·2*
Cotton cloth	106·9	105·5	105·2	105·3*	105·3*
Linen	137·3	139·2	137·7	137·0	137·0*
Wool tops	75·6	72·3	66·3	65·4	64·7
Worsted yarns	95·5	94·3	85·0	89·1	88·8
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	102·3	102·4	100·8	102·8	101·1
Jute yarn	137·2	139·9	132·8	130·2	134·6
Jute piece-goods	147·6	147·6	147·6	147·6	139·4
Rope, twine and net	119·5	118·5	117·9	117·7*	117·9*
Hosiery and other knitted goods	103·2	102·7	102·3	102·3*	102·3*
Carpets and rugs	131·7	131·8	131·8	131·8*	131·8*
Canvas goods and sacks	113·3	107·0	102·0	101·0*	101·0*
Leather for footwear	128·5	123·2	122·1	121·9	123·5
Travel goods	136·9	138·2	136·1	136·1	136·1*
Made-up clothing	119·2	119·4	119·7	119·8*	119·8*
Weatherproof outerwear	107·4	107·3	107·2	107·2*	107·7*
Men's and boys' tailored outerwear	121·5	121·7	122·3	122·6*	122·6*
Women's and girls' tailored outerwear	117·7	117·8	117·9	117·9*	117·9*
Women's and girls' light outerwear	116·8	117·7	118·0	118·0	118·1*
Footwear (excluding rubber)	120·5	120·7	120·7	120·9*	121·0*
Refractory goods, including bricks	150·3	150·3	152·9	153·0	153·0
Non-refractory goods, including bricks	133·6	133·8	136·5	136·5*	136·8*
Building bricks, common, other than fletton, *ex works*.	141·4	141·5	144·6	144·6*	144·6*
Building bricks, fletton common, *delivered*.	120·0	120·0	123·5	123·5	123·5
Electrical porcelain	137·6	137·6	137·6	137·6	137·6*
Domestic china and earthenware	161·7	161·9	163·1	163·3*	163·6*
Glass (other than containers)	142·7	142·7	144·5	144·5	144·5*
Glass containers	130·7	130·7	129·3	129·3	129·3
Cement, delivered	128·0	128·0	132·0	132·0	132·0

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figure for August 1967 = 169·0. ††Revised figure.

(*Continued on next page*)

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WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1966	1967			
	Nov.	May	Sept.	Oct.	Nov.
Abrasive paper and cloth	132·1	132·1	134·4	134·4	134·4
Cast stone and cast concrete products	117·9	117·9	117·9	117·9*	117·9*
Home-grown hardwood	107·0	107·0	107·1	106·8*	106·8*
Domestic furniture	127·8	127·4	127·5	127·4*	127·4*
Bedding, etc.	120·6	119·4	119·4	119·2*	119·2*
Wooden boxes, packing cases, crates, etc.	130·7	130·0	128·6	128·7*	128·7*
Paper and board	115·4	115·6	115·5	114·7*	114·7*
Cardboard boxes, cartons and fibreboard packing cases.	123·6	123·4	123·9	122·8*	122·8*
Wallpaper	138·0	142·7	142·7	143·2	143·2
Paper bags	123·3	122·4	122·3	122·3	122·3*
Manufactured stationery	128·0	128·0	128·0	128·0*	128·0*
Other manufacturers of paper and board	114·4	115·7	116·0	116·0*	116·0*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	122·8	122·7	123·1	123·1*	123·6*
Rubber footwear	135·4	135·4	137·3	137·3	139·3
Linoleum and felt base	151·4	151·4	151·4	151·4	151·4*
Brushes and brooms	145·4	145·5	145·7	145·7	145·7*
Toys and games	132·6	132·6	132·9	132·9*	132·9*
Sports equipment	144·5	144·8	147·1	147·1	147·1*
Pens and pencils	116·2	116·2	116·3	116·3*	116·3*
Other stationers' goods	136·5	136·5	136·5	136·5	137·8
Plastic mouldings	107·6	108·1	108·2	107·9*	107·9*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1966	1967			
	Nov.	May	Sept.	Oct.	Nov.
Hides and skins	111·3	95·5	88·9	86·4	92·9*
Imported	126·6	108·0	100·9	96·8	107·3*
Native	88·4	76·8	70·8	70·8	71·4*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	130·5
Copper, ex-ship, wharf or warehouse†	189·9	151·2	154·6	166·1	210·6
Lead, ex-ship, wharf or warehouse†	83·8	85·9	85·4	85·0	91·1
Nickel, refined, delivered	137·5	144·3	148·7	158·9	165·1
Tin, ingot, min. 99·75 per cent, settlement price	167·3	169·4	164·6	165·3	176·8
Zinc, ex-ship, wharf or warehouse	133·6	127·6	122·7	122·4	133·1
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	101·1	100·7	118·4	123·6	121·4*
Palm oil, c.i.f., in bulk	99·3	101·8	101·8	101·8	101·8*
Whale oil, acid, soft, naked, ex-works	57·8	35·6	43·7	41·9	31·9*
Pyrites, c.i.f., United Kingdom ports	69·6	69·6	77·8	75·7	80·5
Rubber, No. 1 R.S.S. one month future	92·7	84·3	77·5	81·8	77·6
Sulphur, crude (for acid making), c,i.f.	139·7	122·9	121·5	121·5	121·5
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	155·4	154·1	157·8	161·2	188·0*
Cotton, raw	64·7	66·2	68·3	68·8	73·4*
Jute, raw, 'Export Hearts', c.i.f. Dundee	..	174·2	152·8	152·1	155·2
Jute, raw, "Export Lightnings, c.i.f. Dundee	167·1	161·6	141·6	141·2	145·1
Silk, raw, delivered mill	180·3	194·0	213·4	214·1*	214·5*
Sisal, East Africa No. 1 Grade, c.i.f. London	88·3	86·4	73·7	75·2	77·4
Wool, raw	79·1	78·0	70·0	67·4	67·4*
Crossbred, medium and coarse, c.i.f. UK	83·6	80·5	70·7	62·8	62·8*
Crossbred, fine, ci..f. UK	83·8	80·8	72·3	67·7	67·7*
Merino, c.i.f. UK	75·2	77·0	69·0	69·2	69·2*
Timber:					
Imported hardwood (ex-yard or wharf)	118·2	119·8	120·8	121·0*	121·1*
Imported plywood (delivered to consumers)	116·6	113·0	111·7	111·7	112·0
Imported softwood (delivered to consumers)	118·4	118·3	118·3	118·3	118·6
Woodpulp, imported	100·6	100·5	100·5	100·5*	100·4*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 24, 1967.

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WHOLESALE PRICE INDEX NUMBERS 1954 = 100

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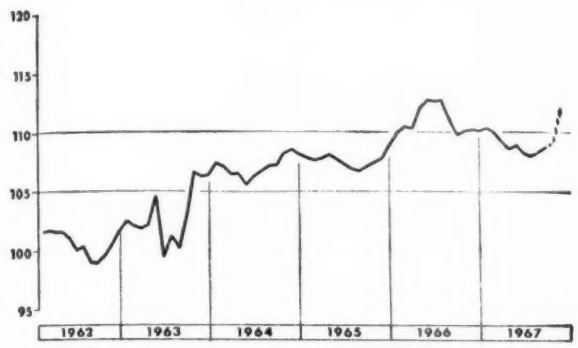

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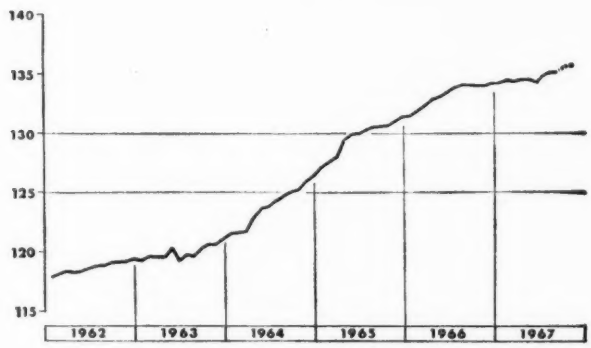
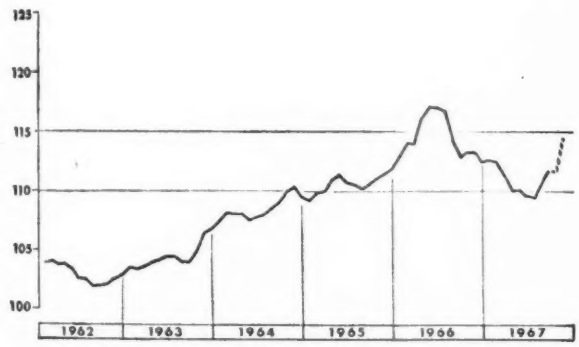


MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED



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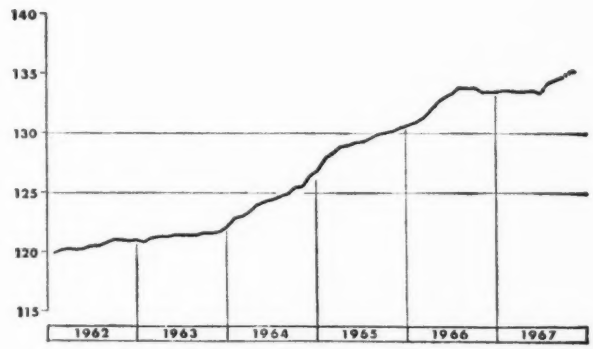
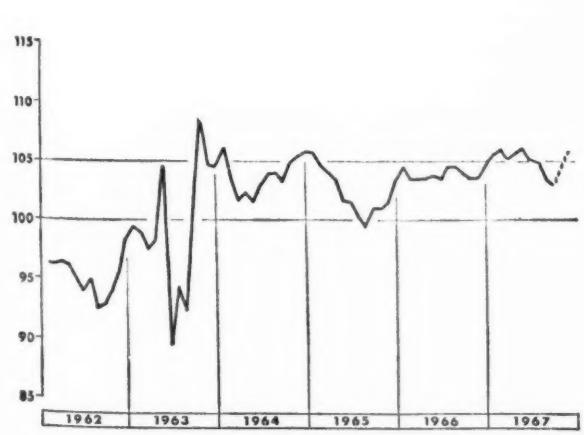


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



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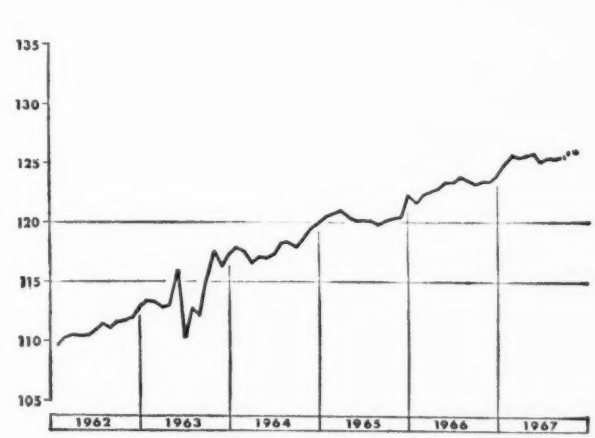

Turnover of the catering trades, laundries and dry cleaners and hairdressers in October, 1967

THE TURNOVER of the catering trades, laundries and dry cleaners and hairdressers continued to be dull in October, the catering trades showing no increase, hairdressing only a marginal increase, and laundries and dry cleaners showing an actual fall in turnover compared with October 1966.

Catering trades

In October, the total turnover of the catering trades showed no increase compared with the corresponding month in 1966, in contrast with the 2 per cent increase recorded in the third quarter of the year. Much of this setback can be attributed to the turnover of public houses, which showed a decline of 2 per cent in sales compared with the corresponding figure for October 1966: an increase of 4 per cent was recorded in the third quarter. This 6 per cent turnround was no doubt at least partly due to the publicity given to the introduction of breathalyzer tests on October 9.

The 1 per cent increase in the turnover of licensed hotels and holiday camps in October, compared with 1966, was very much in line with the comparable figures for the third quarter. The turnover of restaurants, cafes and fish-and-chip shops in October showed a 2 per cent increase compared with 1966, the same increase as was recorded in the two previous months. The turnover of canteens declined by only 1 per cent, a decline rather smaller than what is recorded in the last months, but this is largely due to the fact that comparison is now made with the lower figures recorded towards the end of 1966.

Laundries and dry cleaners

The turnover of laundries and dry cleaners declined by 2 per cent in October 1967, compared with 1966; in the third quarter there had been no change between these two years.

Hairdressers

The turnover of both men's and women's hairdressers was 1 per cent higher in October than in the previous year, a change very much in line with the third quarter but rather smaller than the increase which was recorded in the first half of the year.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS £1,985 million	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967		100	115	131		95	98	104	108	111	123	133	133	128	108		
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
	1967	+2*	+4	+1	+2		+4	+4	+5	—1	+1	+2	+3	+2	+2	Nil		
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967		82	120	158		74	79	90	97	116	143	161	166	149	111		
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
	1967	+3*	+7	+3	+1		+4	+8	+9	+1	+4	+3	—2	Nil	+4	+1		
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967		100	110	134		95	102	102	107	105	117	132	137	133	109		
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
	1967	+1*	+3	Nil	+1		+2	+4	+3	Nil	—1	+1	—1	+2	+2	+2		
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967		103	117	127		99	101	109	111	114	124	131	128	123	107		
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
	1967	+3*	+6	+1	+4		+5	+5	+6	—3	+1	+3	+7	+4	+3	—2		
Canteen (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967		108	105	95		109	110	105	111	107	100	94	90	99	108		
	1966	+2	+4	+2	+2	—1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	—1	—2
	1967	—2*	—2	Nil	—3		+2	—1	—6	+7	—3	—3	—1	—3	—4	—1		

*January-October.

(a) The periods covered by the monthly index numbers consists of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The October 1967 period was the four weeks from October 1, 1967, to October 28, 1967, the October 1966 period was from October 2, 1966, to October 29, 1966.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967		122	131	128		118	126	121	130	131	130	130	125	128	131		
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	+3
	1967	+1*	+1	+2	Nil		+5	+3	—5	+8	—3	+1	—1	—1	+1	—2		
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967		120	127	123		120	123	117	126	128	127	128	121	121	126		
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	+3
	1967	Nil*	—1	+2	Nil		+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3		
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967		125	137	135		114	131	128	138	137	136	134	130	140	139		
	1966	+5	+9	+4	+4	+5	+3	+9	+14	—1	+7	+5	+4	+5	+3	+5	+6	+4
	1967	+1*	+3	+1	Nil		+8	+8	—4	+9	—5	+1	—3	—2	+3	—1		

*January-October.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification.
See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967		114	117	119		110	113	116	117	118	117	122	121	117	116		
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
	1967	+2*	+4	+1	+1		+5	+5	+2	+1	+1	+2	+1	+2	+1	+1		
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	110	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967		117	119	127		119	117	115	115	118	123	130	126	125	123		
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
	1967	+2*	+4	+2	+2		+4	+6	+3	+1	+1	+3	+3	+2	+1	+1		
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967		112	117	117		107	112	117	117	119	115	119	119	114	114		
	1966	+2	+4	+1	+3	+2	+2	+3	+6	—1	+4	Nil	+3	+2	+3	+2	+2	+2
	1967	+2*	+4	+1	+1		+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1		

*January-October.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification.
See note (a) to Table 1.

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Alan Paine, Chairman, Alan Paine Ltd., Godalming, Surrey. (Queen's Award to Industry 1966.)

Pan Am just what doctor ordered, says pharmaceutical company

"In these days of export awareness, and a need for ground handling to match air transit times, Pan Am's computerised cargo handling facilities at Kennedy Airport bring a new concept to air freight movements."

Brian Barnes, Shipping Manager, Pfizer Limited, Sandwich, Kent.

Makers of dry-cleaning machinery praise Pan Am express service

"Pan Am's efficient advanced cargo terminal at J.F.K. offers unrivalled facilities to 'speed Spencer spares' thus enabling our clients to maintain the 'Express' and 'Same Day Cleaning' services.

"Precision of as intricate a system as this guarantees the fastest possible service which we require."

Peter Lock, Sales Director, Neil and Spencer Limited, Leatherhead, Surrey. (Queen's Award to Industry 1967.)

Game, set and match to Pan Am, says sports goods exporter

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Fred Ginn, President, A. G. Spalding & Bros. Ltd., London S.W.15.

Cigarette machinery manufacturer lights up to Pan Am

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Frank Wood, Traffic Manager, Molins Machine Co. Ltd., London S.E.8.

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Summary of activity at aerodromes in the United Kingdom and the Channel Islands during August

PASSENGER TRAFFIC at United Kingdom aerodromes in August 1967 was 6 per cent more than in August 1966, a similar increase to that experienced in the first six months of the year but lower than the average annual growth of 13 per cent over the last few years. The number of passengers at London area aerodromes, also, was 6 per cent more, with increases of 3 per cent at Heathrow and 23 per cent at Gatwick.

Air transport movements at all United Kingdom aerodromes in August were 1 per cent more than in the same month last year. The increase at London area aerodromes was 4 per cent, with increases of 3 per cent at Heathrow and 12 per cent at Gatwick.

The amount of cargo picked up and set down at all United Kingdom aerodromes in August 1967 was 9 per cent less than in August 1966, whilst at London area aerodromes there was an increase of 10 per cent. An increase of 11 per cent occurred at Heathrow and a decrease of 3 per cent at Gatwick.

Detailed figures for August 1967 are given in the table below,

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes	1967	130,313	67,222	3,361,473	3,268,274	93,199	44,041·9	2,954·1
	1966	120,356	66,524	3,158,005	3,061,109	96,896	47,036·2	2,959·1
London area aerodromes	1967	36,510	28,542	1,859,091	1,835,349	23,742	20,211·3	2,083·1
	1966	34,162	27,344	1,750,832	1,728,511	22,321	18,363·7	2,076·8
*London (Heathrow)		24,298	23,063	1,518,242	1,495,557	22,685	18,792·0	2,035·7
*London (Gatwick)		8,016	5,378	338,698	337,641	1,057	1,365·7	47·4
*Stansted		4,019	45	2,068	2,068	—	53·6	—
Westland Heliport, London		177	56	83	83	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		905	397	15,057	12,789	2,268	33·5	9·5
*Belfast (Aldergrove)		2,745	2,329	127,286	126,974	312	1,384·8	213·5
Benbecula		153	108	3,743	1,654	2,089	17·1	2·9
*Birmingham		5,632	1,811	86,568	84,415	2,153	312·6	—
*Blackpool		6,589	1,095	31,982	31,345	637	64·3	—
Brough		277	156	2,759	2,430	329	1·4	—
*Bournemouth (Hurn)		2,457	115	3,688	3,684	4	7·5	—
*Bristol (Lulsgate)		3,633	1,176	30,058	20,409	9,649	127·1	—
*Cambridge		7,000	115	1,896	1,408	488	58·9	—
*Coventry		2,740	66	1,888	1,793	95	7·8	—
*East Midlands		2,766	837	30,324	29,648	676	126·2	1·3
*Edinburgh (Turnhouse)		4,608	1,178	67,059	65,797	1,262	192·9	104·4
*Glamorgan (Rhoose)		2,830	868	25,423	23,993	1,430	22·5	—
*Glasgow (Abbotsinch)		4,408	3,635	169,281	167,314	1,967	873·8	158·0
Hawarden		394	204	1,403	906	497	11·4	—
Inverness (Dalcross)		449	210	7,286	5,736	1,550	17·2	—
Islay (Port Ellen)		143	110	2,337	2,337	—	7·7	3·7
*Isle of Man (Ronaldsway) (3)		2,379	2,126	80,630	79,890	740	292·8	20·7
Kirkwall		307	221	8,459	7,736	723	40·9	22·5
*Leeds/Bradford		4,513	1,213	50,263	48,743	1,520	140·5	—
*Liverpool		4,100	1,903	65,122	62,418	2,704	939·3	63·0
*Luton		5,469	1,263	80,686	79,129	1,557	32·8	0·1
*Lydd		2,786	2,693	23,300	23,300	—	7,821·7	—
*Manchester		5,806	4,297	210,719	200,705	10,014	2,097·9	225·0
*Newcastle (Woolsington)		3,107	1,010	54,146	53,190	956	157·4	—
Penzance Heliport		550	506	10,675	10,675	—	7·6	1·8
*Portsmouth		1,150	306	9,916	9,916	—	0·1	—
*Prestwick		2,210	1,325	74,974	54,265	20,709	660·2	16·3
Scilly Isles (St. Mary's)		581	506	10,675	10,675	—	7·6	1·8
*Southampton		2,618	2,004	51,276	50,995	281	2,180·0	4·9
*Southend		4,791	3,921	141,138	141,138	—	6,136·2	—
Stornoway		274	108	4,491	4,230	261	8·4	5·7
Sumburgh		114	81	3,566	3,539	27	13·3	9·1
Swansea		2,818	183	2,306	2,083	223	0·2	—
*Tees-side (Middleton)		2,010	216	3,815	3,508	307	20·5	—
Tiree		160	158	1,084	760	324	1·3	0·5
Wick		331	230	7,103	3,398	3,705	5·2	6·3
Channel Islands aerodromes (4)	1967	..	7,616	294,592	276,660	17,932	1,906·4	..
	1966	..	7,379	278,996	264,777	14,219	2,066·8	..
Alderney		..	566	6,162	6,160	2	8·7	..
Guernsey		..	2,344	83,805	75,717	8,088	630·4	..
Jersey		..	4,706	204,625	194,783	9,842	1,267·3	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
* = UK Customs Airports. .. = Not available. — = Nil or negligible.

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National Food Survey: household food consumption in the second quarter of 1967

A SUMMARY of the results of the National Food Survey for the second quarter of 1967 is given in the tables below.

Average household food expenditure in the second quarter of 1967 was estimated to be 37s. 4d. per person per week, 1s. 5d. (4.0 per cent) more than in the previous quarter but only 6d. (1.4 per cent) more than in the second quarter of 1966. The increase of 1s. 5d. in expenditure compared with January-March was largely due to a seasonal increase in expenditure on fruit and vegetables; the increase of 6d. over the year was mainly attributable to greater expenditure on bread and potatoes and to increased consumption of some convenience foods. These estimates of expenditure do not include meals bought outside the home, purchases of sweets, soft drinks or any casual food purchases which do not enter the household supply.

The price of ordinary pasteurized milk was raised by ½d. per pint on April 2, 1967 but average consumption of liquid milk was very nearly maintained at 4.9 pints per person per week during the second quarter of the year; there was scarcely any change in the consumption of other milk. Cheese consumption continued to rise and averaged 3.4 oz. per person per week compared with 3.2 oz. a year previously, the rise being entirely due to increased purchases of natural cheese. There has been very little growth in average butter consumption over the past two years, and although margarine purchases in the second quarter of 1967 continued somewhat above the exceptionally low levels recorded in 1966, they were only a little higher than the average for 1965. The average price paid by housewives for eggs in the second quarter fell seasonally to 3s. 8d. per dozen, the same level as a year previously, and a small increase in consumption was recorded over the year.

An increase in average consumption of beef compared with the second quarter of 1966 was slightly more than offset by lower consumption of pork and of lamb, while increased purchases of cooked and canned meats, sausages and some meat products were similarly more than offset by reduced purchases of bacon, poultry and meat pies. Average consumption of fish increased between the first and second quarters to 5.8 oz. per person per week; purchases of quick-frozen fish and fish products continued to average a little more than ¼ oz. per person per week.

Potato consumption was about the same as in the second quarter of 1966 but average prices were a little higher. Supplies of greens and other fresh vegetables were about 5 per cent up over the year, with some decrease in the consumption of quick-frozen vegetables, but purchases of canned vegetables were maintained with some displacement of canned peas by canned beans. Purchases of citrus fruit and bananas were rather higher than in the corresponding period of 1966, but there was a decrease in the consumption of other fresh fruit, particularly apples.

Average purchases of bread were again slightly above the exceptionally low levels recorded in 1966, but purchases of flour confectionery were lower; small increases were shown for biscuits and for prepared breakfast cereals. The consumption of both tea and instant coffee was higher than in the previous year.

(*Continued on next page*)

Table 1. Estimates of average household food consumption

oz. per person per week (a)

	Year 1965	Year 1966 (d)	Apr.-June 1966 (d)	Jan.-Mar. 1967	Apr.-June 1967
Total Domestic Food Expenditure	34s. 5d.	35s. 11d.	36s. 10d.	35s. 11d.	37s. 4d.
Liquid milk (pints)	4·85	4·93	4·98	4·92	4·86
Other milk (eq. pints)	0·31	0·38	0·35	0·36	0·37
Cheese	3·20	3·11	3·18	3·28	3·36
Butter	6·10	6·09	5·96	6·16	6·12
Margarine	3·04	2·79	2·75	3·11	3·05
Lard and compound cooking fat	2·12	2·13	2·09	2·12	2·06
Eggs: purchases (number)	4·47	4·50	4·43	4·39	4·64
consumption (number)	4·78	4·77	4·72	4·60	4·83
Preserves	2·99	2·84	2·80	2·81	2·97
Sugar	17·56	17·05	16·79	17·70	17·10
Beef and veal	8·08	8·13	7·38	8·96	7·94
Mutton and lamb	5·90	6·28	6·25	5·87	5·99
Pork	2·80	2·76	2·71	2·58	2·17
Bacon and ham, uncooked	5·43	5·30	5·59	5·12	5·13
Bacon and ham, cooked (including canned)	0·89	0·95	1·02	0·87	0·97
Poultry and cooked chicken	3·51	4·06	4·57	3·74	3·67
Other cooked meat (not canned)	0·68	0·68	0·69	0·62	0·74
Other canned meat	2·24	2·02	2·07	2·08	2·21
Offals	1·40	1·44	1·28	1·46	1·34
Sausages, uncooked	3·72	3·59	3·36	3·58	3·47
Other meat products: meat pies (b)	2·35	0·75	0·79	0·69	0·62
other		1·66	1·68	1·97	1·92
Fish, fresh and processed	4·32	4·18	4·02	4·05	4·13
Canned fish	0·80	0·87	1·03	0·74	0·93
Fish and fish products, quick frozen	0·65	0·74	0·77	0·79	0·78
Fresh green vegetables	14·31	13·50	11·43	10·80	11·96
Other fresh vegetables	10·39	9·94	7·34	10·70	7·79
Quick frozen vegetables	0·97	1·34	1·73	1·22	1·62
Canned peas	2·95	2·91	3·25	3·16	3·15
Canned beans	3·22	3·24	3·40	3·70	3·55
Potatoes: purchases	48·38	47·56	45·91	51·92	48·48
consumption	53·24	52·49	49·04	54·51	49·38
Citrus fruit	4·32	4·68	5·34	6·50	5·82
Bananas	3·56	3·58	3·48	3·08	3·56
Apples	7·36	7·33	6·61	6·96	5·73
Fresh tomatoes	3·92	3·98	4·10	2·20	4·14
All other fresh fruit	3·54	3·56	3·76	1·36	2·93
Canned fruit	5·58	5·55	6·19	5·21	5·90
Dried fruit, nuts and fruit and nut products	1·18	1·19	0·86	0·97	0·88
Flour	6·09	5·95	5·68	6·05	5·15
White bread	34·32	32·57	32·67	33·65	33·95
Brown, wholewheat and wholemeal bread	3·53	3·41	3·55	3·38	3·39
Other bread	2·75	2·66	2·71	2·57	2·84
Buns, scones and teacakes	1·88	1·60	1·55	1·61	1·30
Cakes and pastries	4·82	4·86	5·20	4·15	4·72
Chocolate biscuits	1·07	0·94	0·97	0·99	1·08
Other biscuits	4·76	4·66	4·66	4·49	4·85
Breakfast cereals	1·97	2·25	2·34	2·20	2·49
Oatmeal and oat products	0·99	0·67	0·48	0·86	0·46
Canned milk puddings (c)	1·54	1·45	1·54	1·57	1·45
Tea	2·61	2·64	2·63	2·79	2·72
Instant coffee	0·26	0·29	0·25	0·29	0·30
Canned soups	3·00	3·10	2·57	3·59	2·72
Pickles and sauces	1·15	1·24	1·23	1·24	1·27

(a) Except where otherwise stated.
(b) Not available as separate items before 1966.
(c) Figures prior to 1966 relate to all puddings.
(d) Revised figures.

Source: Ministry of Agriculture, Fisheries and Food.

Table 2. Average intake of calories, protein and calcium for the years ended June 1966 and June 1967 in different types of family (as a percentage of recommended allowances)

	Calories		Protein		Calcium	
	Year ended June:					
	1966	1967	1966	1967	1966	1967
All households	107	107	105	106	109	110
Households with one man and one woman and:						
One child	111	112	111	112	115	117
Two children	108	106	104	102	106	104
Three children	104	103	97	96	97	97
Four or more children	102	101	91	92	89	91
Adolescents	104	105	99	101	108	110
Children and adolescents	97	98	88	87	94	92
Other households with:						
Children	98	102	94	96	96	98

Table 2 shows the extent to which estimated calorie, protein and calcium intake in the average household and in families of different composition met the allowances (recognized as particularly generous for the latter two nutrients) recommended by the British Medical Association. In the average household there was little change in the percentages between 1966 and 1967, an increase in bread consumption compensating for some reduction in meat and milk. The consumption of all these foods decreased a little in families with three children, resulting in a slight fall in the percentage of protein. In families with children and adolescents a marginal decline in the percentages for protein and calcium was attributable to meat and milk, whereas in the residual group of households with children an increased consumption of these foods led to a rise in both percentages. Families with four or more children also showed higher percentages for protein and calcium.

Particulars of the sampling scheme and of the technique of the Survey may be found in the detailed annual reports of the National Food Survey Committee.*

* Domestic Food Consumption and Expenditure: 1965, with provisional results for 1966. HMSO. 1967 (to be published very shortly).

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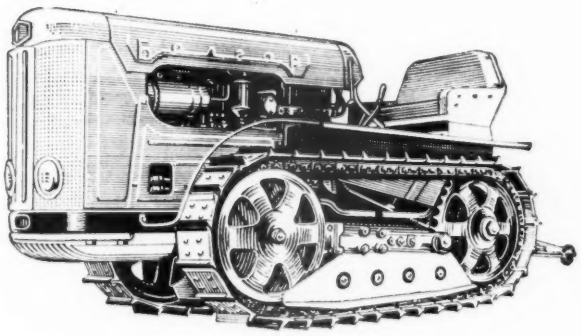

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Metal working machine tools, deliveries and orders in October

THE MINISTRY of Technology provisionally estimate that in October 1967 total deliveries of machine tools amounted to £13½ million and net new orders to about £12 million. Orders on hand fell by about £1½ million to about £92 million, a drop of over 10 per cent from October 1966.

On a seasonally adjusted basis deliveries for the latest three months, at an average of just under £14 million, were 5 per cent higher than in the previous three months, continuing the upward trend evident since the beginning of this year. All this increase has been on the home market, export deliveries now showing signs of slackening after remaining on a high plateau during the spring and summer. Net new orders were lower in total (September being exceptionally high because of the inclusion of Russian orders) but net new orders for the home market improved. Although orders were still, on average, over the latest three months, slightly below deliveries, the wide gap which opened up at the beginning of the year has almost closed again and total orders have on average over recent months increased at the same rate as deliveries. These total figures, however, conceal the wide divergencies between the order/deliveries position in the home market, where orders still fall far short of deliveries and where the gap is widening, and the export market where orders continue to march far in excess of deliveries.

Home market

Deliveries to the home market rose to nearly £11 million seasonally adjusted and the average of the latest three months is 6 per cent above the previous three months continuing the upward trend apparent since the spring. Net new orders improved markedly from the low September level, reaching nearly £9 million, but eliminating these month-to-month fluctuations there is little difference between the average of the latest three months and the previous three months. Orders on hand continued to fall and at the end of October were £50 million, nearly a third below October 1966 and equivalent to only five months' work.

Export market

Deliveries at nearly £3½ million seasonally adjusted were very slightly below September, but the average for the latest three months is about the same as the previous three months. Net new orders were nearly £4 million which, ignoring the months in which large Russian orders were recorded, is slightly above the average of recent months. Orders on hand rose slightly to £42 million, 40 per cent higher than a year earlier and equivalent to 11 months' work.

The current monthly figures shown on Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about two-thirds of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of more complete information obtained from the quarterly inquiry covering metal-working machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	109·1
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter	38·2	9·4	28·8	100·6	29·5	71·1	33·4	8·6	24·8
1967 1st quarter (3)	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter*	38·1	10·9	27·2	93·7	41·2	52·5	36·9	17·8	19·1
4th quarter									
1966 January	10·9	2·5	8·4	106·5	29·5	77·0	13·2	3·1	10·1
February	11·6	3·0	8·6	104·1	28·3	75·8	9·1	1·8	7·3
March	15·4	3·6	11·8	104·9	28·3	76·6	16·3	3·6	12·7
April	10·5	2·2	8·3	107·5	29·6	77·9	13·1	3·6	9·5
May	12·0	2·8	9·2	107·3	30·2	77·1	11·8	3·4	8·4
June	13·1	2·9	10·2	107·7	30·0	77·7	13·4	2·6	10·8
July	11·3	2·6	8·7	110·8	30·9	79·9	14·4	3·5	10·9
August	11·2	3·1	8·1	108·8	30·9	77·9	9·2	3·1	6·1
September	14·9	3·7	11·2	105·4	30·3	75·1	11·6	3·1	8·5
October	12·3	3·4	8·9	103·9	30·2	73·7	10·8	3·3	7·5
November	12·8	3·1	9·7	103·1	29·9	73·2	12·1	2·9	9·2
December	13·1	2·9	10·2	100·6	29·5	71·1	10·5	2·4	8·1
1967 January (3)	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July*	11·6	3·2	8·4	94·2	34·9	59·3	10·9	3·8	7·1
August*	12·1	3·9	8·2	92·6	34·2	58·4	10·6	3·2	7·4
September*	14·4	3·8	10·6	93·7	41·2	52·5	15·4	10·8	4·6
October*	13·5	3·2	10·3	92·2	42·0	50·2	11·9	3·9	8·0
November									
December									
November 1966-October 1967*	155·6			92·2	42·0	50·2	142·9		
November 1965-October 1966	149·0			103·9	30·2	73·7	148·6		
Percentage change (3)	+4			—11	+39	—32	—4		

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. The figures for total deliveries, total net new orders, and home and export orders on hand are unaffected.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·2	29·4	72·8	145·5	36·4	109·1
1966 1st quarter	35·1	8·1	27·0	106·9	29·1	77·8	36·3	8·5	27·8
2nd quarter	37·2	8·4	28·8	108·0	29·7	78·3	38·2	8·9	29·3
3rd quarter	39·4	9·9	29·5	104·8	29·4	75·4	36·1	9·6	26·5
4th quarter	37·4	9·4	28·0	102·2	29·4	72·8	34·9	9·4	25·5
1967 1st quarter (3)	38·0	11·0	27·0	94·1	29·7	64·4	28·8	11·0	17·8
2nd quarter	39·1	11·5	27·6	95·5	33·4	62·1	40·5	15·2	25·3
3rd quarter*	40·3	11·6	28·7	93·4	39·5	53·9	38·1	17·6	20·5
4th quarter									
1966 January	11·1	2·4	8·7	106·8	29·4	77·4	12·2	3·0	9·2
February	11·2	2·7	8·5	105·2	28·9	76·3	9·6	2·3	7·3
March	12·8	3·0	9·8	106·9	29·1	77·8	14·5	3·2	11·3
April	11·7	2·7	9·0	108·4	29·8	78·6	13·1	3·4	9·7
May	12·2	2·9	9·3	108·1	29·9	78·2	11·9	2·9	9·0
June	13·3	2·8	10·5	108·0	29·7	78·3	13·2	2·6	10·6
July	12·4	3·0	9·4	108·0	30·0	78·0	12·4	3·4	9·0
August	13·3	3·5	9·8	105·7	29·7	76·0	11·0	3·2	7·8
September	13·7	3·4	10·3	104·8	29·4	75·4	12·7	3·0	9·7
October	13·0	3·5	9·5	103·2	29·1	74·1	11·4	3·2	8·2
November	12·5	3·3	9·2	102·9	29·1	73·8	12·2	3·2	9·0
December	11·9	2·6	9·3	102·2	29·4	72·8	11·3	3·0	8·3
1967 January (3)	13·2	3·3	9·9	99·1	30·0	69·1	9·1	3·6	5·5
February	11·7	3·6	8·1	96·8	29·6	67·2	9·3	3·2	6·1
March	13·1	4·1	9·0	94·1	29·7	64·4	10·4	4·2	6·2
April	12·0	4·0	8·0	92·6	28·2	64·4	10·5	2·5	8·0
May	14·4	4·3	10·1	94·2	29·6	64·6	16·0	5·7	10·3
June	12·7	3·2	9·5	95·5	33·4	62·1	14·0	7·0	7·0
July*	12·8	3·7	9·1	92·2	33·4	58·8	9·4	3·6	5·8
August*	14·3	4·4	9·9	90·6	32·2	58·4	12·8	3·3	9·5
September*	13·2	3·5	9·7	93·4	39·5	53·9	15·9	10·7	5·2
October*	14·2	3·3	10·9	91·8	40·0	51·8	12·6	3·8	8·8
November									
December									
Average of the latest 3 months*	13·9	3·7	10·2	91·8	40·0	51·8	13·7	5·9	7·8
Average of the previous 3 months*	13·3	3·7	9·6	92·2	33·4	58·8	13·1	5·4	7·7
Percentage change	+5	N/C	+6	N/C	+20	—12	+5	+9	+2

* Provisoinal.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding)
(2) Between December 1964 and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable, the figures for the total deliveries, total net new orders, and home and export orders on hand are unaffected.

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Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

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This fully detailed information is not published on a monthly basis, but when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.702) 49421, Ext. 316 for Imports and Re-exports. Ext. 314 for Exports, telex 99112 CUSEX Southend).

Orders in the footwear industry

AFTER SHOWING large increases in August and September over the corresponding months a year ago, net new orders received by the footwear industry in October were 1 per cent less than in October 1966; in the three months August to October, however, net new orders were 13 per cent more than in the corresponding period of 1966. Orders-on-hand at the end of October were 3 per cent more than at the end of October last year. The provisional estimate of deliveries for October shows some slight improvement over October 1966, but for the three months August to October taken together deliveries were unchanged compared with the corresponding period in 1966.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter*	29·9	11·9	15·9
1966 August	34·5	9·4	14·2
September	28·7	13·2	19·0
October	30·2	19·4	17·9
November	34·7	22·0	17·5
December	33·9	11·2	12·0
1967 January	33·4	13·9	14·4
February	35·9	20·4	17·9
March	40·5	20·6	16·0
April	41·6	17·8	16·7
May	44·6	17·1	14·1
June	41·9	12·0	14·7
July*	34·6	7·2	14·5
August*	31·4	11·4	14·6
September*	29·9	17·0	18·5
October*	31·0	19·2	18·1

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

DEA Progress Report — December 1967

THE DECEMBER 1967 issue of DEA Progress Report was published on December 7.

Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue include one on 'What Devaluation Means'.

The devaluation of the £ and the measures to restrict home demand, announced by the Chancellor of the Exchequer on November 18, are designed to bring about a lasting improvement in our balance of payments. This article describes the effects which devaluation is expected to have on exports, prices and the home economy over the next 12 months.

There are also articles on 'The World Economy and Britain's Trade', 'DEA: The Third Year', and 'Notes from the EDCs'.

Hire purchase and other instalment credit business in October — Correction

THERE WAS AN error in the second paragraph of the article on 'Hire purchase and other instalment credit business in October' which appeared in the *Board of Trade Journal* on December 8. This paragraph should read:

'The increase of £11 million during the month in the total instalment credit debt outstanding to finance houses, durable goods shops and department stores was due largely to increased business and not to seasonal factors.'

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Tools and Implements for August 1967
Wood Chipboard for October 1967

Quarterly at 7s. 6d. a year, post free:

Toilet Preparations for July-September 1967
Gloves and Mittens for July-September 1967
Bedding for July-September 1967
Scientific and Industrial Instruments and Apparatus for April-June 1967

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, December 8, 1967.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Follow that Camel	Br/E 32778	95	December 6	Rank Film Distributors Ltd.	Adder Productions Ltd.
Opus	Br/E 32781	29	December 7	Connoisseur Films Ltd.	James Archibald and Associates Ltd. on behalf of Central Office of Information.
Pathe News 67-97	Br/E 32335	8	December 8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-98	Br/E 32336	8	December 8	" "	" "
Movietone News 2008	Br/E 32469	7	December 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2008A	Br/E 32470	7	December 8	" "	" "
FOREIGN					
Cool Hand Luke	F 32777	127	December 6	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.
Howard	F 32779	10	December 7	Connoisseur Films Ltd.	Stars and Stripes For Ever Productions Inc.
Le Potier (The Potter)	F 32780	10	December 7	" "	Franfilmdis, Paris.

Exhibitions and Fairs

'It's Great! Britain' at New York

A report from the British Consulate-General, New York

A MAJOR EXHIBITION of British creative talent was opened by the Earl of Snowdon on November 27 at the Americana Hotel, New York. Organized by the Designers and Art Directors Association of London Limited, and the Board of Trade under the joint venture scheme, the exhibition, which was open for five days, covered some 300 examples of the work of over 20 firms and individual designers in the field of graphic arts, ranging from commercial film production companies to advertising agencies and artists. The D. & ADA, whose vice-chairman, Edward Booth-Clibborn, arranged 'It's Great! Britain', also included its own annual exhibit which was seen in London in June. New York was chosen because the organizers felt that 'the United States, the acknowledged birthplace of creative ideas in graphics . . . will find something new and exciting in the imaginative professionalism of British designers'.

The visual impact of the exhibition as a whole was an arresting and exciting as many of the individual items displayed. The design of the stands with their 'drainpipe' supports was the work of Rodney Fitch,: a director of the Conran Design Group, itself a participant in the show. These stands provided separate booths for exhibiting the work of firms and artists but, by a careful alignment of the space allotted and of the vistas between them, avoided the repetitive effect of the uniform rows of booths usually seen in trade shows. There was also a theatre for audio-visual presentations, and films produced by the participating film production companies and advertising agents were shown each day. The static displays covered all other aspects of graphic arts design – packaging and product design, posters, the work of copy-writers, photographic work and cartoons.

The main purpose of 'It's Great! Britain' was to promote the export of the wide range or services offered by the participants. These services are clearly directed towards the enormous market represented in the United States, above all in New York, by advertising agencies covering TV commercials, print ads and packaging design. Lord Snowdon in his opening speech emphasized this aspect of the show by saying '. . . the reason we suggest we can sell is that we have something different to offer, something unfamiliar to your agencies'. The Prime Minister, in a cable of good wishes which was read at the opening reception, also drew attention to the fact that this was the first time Britain had 'attempted to sell this kind of talent . . . in an officially sponsored joint venture'. Devaluation has added point to all this, since, even before devaluation, commercial production costs in the United Kingdom were believed to be about half those in the United States.

Including attendance at the initial press conference and reception, which was by special invitation, it is estimated that 'It's Great! Britain' was visited by some 6,000 to 7,000 persons, mainly advertisin g executives, art directors and members of related trade associations, but also, on the last day, groups of art students and other members of the public. It is too early to collate figures of firm business done, but Mr. Booth-Clibborn thought that no single firm would leave New York without good orders.

Many of the designers present or represented had visited New York before, and thus the exhibition was both a shop-window for them and an opporunity to renew and extend previous contacts. For the newcomers, it was a most valuable entree to the world's toughest market on which they could make an immediate and striking impression. Finally, it was felt that the exhibition would encourage New York advertising executives to visit London and draw on the great reservoir of talent now existing there. The follow-up to this successful experiment will be all important.

Lord Snowdon in discussion with Paul Hogarth, the well-known London illustrator, at the 'It's Great! Britain', exhibition in New York. In the background, illustrations displayed on Mr. Hogarth's stand.

Excellent support for Copenhagen Engineering Exhibition

NINETY COMPANIES have reserved more than 40,000 sq. ft. of space in the British Engineering Exhibition to be held in Copenhagen from June 10-14, 1968. This will be the climax of the 1968 British Trade Drive in Denmark sponsored by the British Embassy in Copenhagen and the British Import Union in Denmark. It represents a determined effort to increase British engineering exports in this important market.

The British Engineering Exhibition will be held at the Bella Centret in Copenhagen. It will be open to trade visitors only, and publicity will be undertaken in Denmark, Southern Sweden, Norway, Finland and Germany to attract the largest possible representation of buyers. The exhibition is being organized jointly by the British Mechanical Engineering Federation (BMEF), British Electrical and Allied Manufacturers' Association (BEAMA) and London Chamber of Commerce, in conjunction with the Board of Trade.

The exhibition will cover: capital equipment for the engineering industry; components and materials for the engineering industry; power generation; electrical engineering; process plant; marine equipment; instruments and electronics.

Coincident with the exhibition, there will be a symposium organized by the BNEC Export Council for Europe with the co-operation of BEAMA, BMEF and the British Nuclear Forum. It will include a session on 'Power Generation'.

The exhibition will include a feature organized by the Ministry of Technology showing new ideas and developments available for exploitation. Engineering books and technical periodicals from Britain will be on sale, and there will be a reading room and trade buyers' information centre.

Sports and leisure equipment for Kenya

TWENTY BRITISH companies have so far decided to participate in an exhibition of British Sports and Leisure Equipment to be held in Nairobi from May 14 for a week. But there is room for more.

The exhibition, organized by the London Chamber of Commerce and BNEC Africa, with assistance from the Board of Trade under the joint venture scheme, will cover a wide range of goods – motor cycles, toys, stereograms, radio receivers, bicycles, pedal cars, golf clubs and accessories, track suits, swimgear and sports equipment – and it is hoped that a leading British football club will play several matches during the week.

Mr. Jack Davies, secretary of BNEC Africa, who recently returned from Kenya, said: 'This exhibition, in which interest is already mounting locally, is being organized so that manufacturers can take advantage, on very reasonable Board of Trade joint venture terms, of the present boom in Kenya for the type of goods we intend to show. One of the two reserved halls has been fully booked, but I want to see the other also packed full of British goods when the exhibitions opens. Manufacturers have until December 31 to get in on a good thing.'

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INTERNATIONAL HARDWARE TRADES FAIR
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Fewer visitors but good trade at Smithfield show

DESPITE a greatly reduced attendance due to the foot and mouth disease epidemic, representatives of Britain's agricultural machinery manufacturers said this week that they were more than satisfied with the amount of business, especially in the export field, which had been done at Smithfield Show, which closed at Earls Court, London, on December 8.

Mr. S. L. Potter, president of the Agricultural Engineers Association, commented: 'We are sincerely very glad that we were able to continue with the show as a machinery show only.

'This is the shop window for power farming equipment to the world and although it is very sad that the animals and the farmers were necessarily absent this year – which detracts from the usual atmosphere – the fact remains that manufacturers have had far more time to deal with home and overseas buyers who have turned up as anticipated. This has resulted in good business being reported from all over the show particularly to export markets.'

A spokesman for the British Motor Corporation stated that overseas interest at this show had been greater than ever before – particularly from non-devalued markets – and the show had been very successful. Export orders were being finalized which would result in significant increases in business. Particularly encouraging had been a 30 per cent increase in order coverage from Finland and an increase of some 2-3,000 tractors for the United States.

Ford Motor Company Ltd., Tractor Operations, reported that the decision by the organizers to carry on with the show had paid off for them in the export field. On the opening day of the show, executive director Mr. G. G. Buckley announced export orders valued at £13,750,000. These orders for delivery during 1968 consist of Basildon produced tractors for EFTA countries, component assemblies for tractors produced in Antwerp and sold in the Common Market together with tractor parts and accessories.

All the export visitors that Ford expected arrived and many orders were placed from markets in other parts of the world.

International Harvester said they had had an encouraging show. The big reduction in attendance had meant that more time was spent with dealers and overseas distributors and it was expected that these discussions would result in increased 1968 business from many countries for both tractors and farm machinery. It was expected that export orders for balers in 1968 will exceed £1½ million.

Joseph Lucas Limited said that overseas interest had been maintained and there seemed to be little difference in the number of inquiries. A number of export orders had been received.

Massey-Ferguson Limited said they had had a valuable opportunity for discussions with those responsible for overseas business particularly in light of the devaluation measures.

Massey-Ferguson had shown its overseas distributors a new British-built tractor, the MF 175 S, specially designed to meet overseas requirements, which was being sold to export markets only.

The 175 S is a high horsepower model which is intended to supply inexpensive power both for European markets and for developing territories in the rest of the world.

Visiting overseas distributors had confirmed their requirements for this and other models for 1968, and taking other overseas orders into account Massey-Ferguson forecasted exports of more than £50 million of farm machinery from their British factories in the 12 months ahead.

A general view of the machinery stands at the Royal Smithfield Show, Earls Court, London. Despite the absence of farmers, machinery manufacturers reported doing good business.

The Rover Company Limited said there was considerable interest from home and overseas buyers, although inquiries were down slightly compared with last year.

A spokesman for Perkins Engines said: 'A very satisfactory show although naturally we are sorry that farmers were unable to attend.

'Most of our business, however, is concerned with the export market and from this viewpoint it has been a most useful show. We have been able to renew contact with a large number of overseas customers and potential customers.'

Sanderson (Forklifts) Ltd. said this had been their first year at the show. Buyers from Belgium and Holland were able to inspect their equipment for the first time. 'We are also negotiating the supply of some of our equipment to the Scandinavian countries. It has been an excellent opportunity to increase and widen the market.'

T. V. Knox Limited reported an order for 160 fertilizer distributors, valued at over £25,000, which was placed by the Under Secretariat of State for Agricultural Equipment of the Government of Tunisia.

There were 2,250 overseas visitors to the show compared with 3,146 the previous year. Total attendance was 20,801 compared with 68,045 in 1966.

An export order for 430 Knapsack Mistblowers worth over £13,000 was placed at the show with E. Allman & Co. Ltd., of Birdham Road, Chichester, Sussex. The sprayers are motorized units and will be used in Iran on the cotton crop.

Sales director, Mr. R. A. Bayley, commenting on Smithfield Show business said, 'Export and home sales inquiries are well up on previous years. Sales for the home market, amounting to £10,000 have been made from the stand.

Industrial Design in Engineering

NINE COMPANIES will be taking part in the exhibition 'TEAMWORK – Industrial Design in Engineering' which will be held on the mezzanine floor of The Design Centre from January 10 to February 10, 1968. The exhibition is aimed primarily at engineers and industrial management, although it is likely to be of interest to the general public.

Case histories of some 12 products will illustrate the main stages of product design from conception through development to production.

During the run of the exhibition two one-day conferences and a three-day non-residential course will be held in The Design Centre Conference Room. The conferences will cover current and future needs for training industrial designers for the engineering industries, and the effective use of industrial design in engineering. The course for engineering staff will include lectures on the nature of the design process, ergonomics, aesthetics, colour and styling. Full programmes, reservation forms and details of fees can be obtained from Mr. W. H. Mavall, CoID, 28 Haymarket, London, S.W.1.

Stamp success at British Week in Brussels

SALES and subsequent orders of British stamps in Brussels during British Week have already raised £1,940 for the Post Office, who arranged an exhibition of British stamps in the Belgian capital during the Week. This is just one of the many success stories sent to the Board of Trade by organizations who participated.

Good business at Paris building exhibition

A report from the British Embassy, Paris

THE 6th International Building Exhibition was held in the Centre National des Industries et des Techniques at Paris from November 23 to December 3.

This event is held every two years and, as in 1965, all five floors of this very modern hall were completely occupied. This represents a total surface of 80,000 square metres. In all, 1,053 exhibitors from 18 nations, of whom 497 were foreigners, presented a vast range of building materials and techniques. These included garages, electrical appliances, baths, automatic doors, pre-fabricated swimming pools, welding equipment and washing machines, in fact everything and anything to do with the building industry. The number of visitors totalled 207,134 as compared with 188,500 in 1965, of whom 62 per cent were trade visitors.

Of the 18 foreign nations represented, Germany had by far the greatest number of participants (154), followed by Italy (135) and the United States (48). Great Britain was represented by 35 firms, 11 of these – members of the British Materials Export Group – benefiting from a joint venture participation organized by The Building Exhibition in co-operation with the Board of Trade. The Group stands were designed by the Central Office of Information and excellently presented.

For several of the joint venture scheme participants, this represented a return visit. Success stories reported include not only sales on the French market but to markets as far afield as Chile, Greece, Israel and Sweden. As far as the French market is concerned, inquiries have been received for garage doors, central heating equipment, drainage and ducting pipes, and steel baths amongst other products. Potential distributors have called upon the stands expressing interest and, indeed, one firm was able to appoint an agent during the exhibition.

All the British stands visited expressed satisfaction, and the majority were enthusiastic, about results obtained in the form of firm orders and inquiries. All bore in mind the fact that the present building programme in France offers great opportunities for United Kingdom manufacturers.

On November 27, Lord Winterbottom, Parliamentary Secretary to the Ministry of Public Building and Works, visited the British stands at BATIMAT. He was accompanied by the British Ambassador, Sir Patrick Reilly. Lord Winterbottom was greatly impressed by the diversity of products exhibited by the British manufacturers. Speaking at a reception after his visit to the stands, he stressed the opportunities awaiting United Kingdom exporters to the French market. Those present at the reception included representatives of French trade associations and French importers. After the reception a luncheon was offered by the Secretary General of BATIMAT in honour of his guests from Great Britain.

Lord Winterbottom, Parliamentary Secretary to the Ministry of Public Building and Works (second from right facing), visiting the joint venture stand of Key Terrain Ltd. at the building exhibition in Paris. Far right is Mr. C. M. Rose, Commercial Counsellor at the British Embassy. Success stories reported by British exhibitors included sales not only to the French market but to Chile, Greece, Israel and Sweden.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Additions to restrictions on imports of livestock, etc. from the UK

THE ANIMAL HEALTH DIVISION of the Ministry of Agriculture, Fisheries and Food have announced the following additions to the lists of restrictions on imports of livestock, etc. from the United Kingdom published in the last three weeks' issues of the *Journal*, following the recent outbreak of foot-and-mouth disease.

Malta

Prohibited

Horses.

Canada

The issue of import permits for ruminants and swine has been banned.

Imports of meat from South Africa

BECAUSE an official report was received on December 5 of an outbreak of foot-and-mouth disease in the Republic of South Africa, the Minister of Agriculture, Fisheries and Food and the Secretary of State for Scotland have made an order extending the arrangements announced on December 4 for temporary restrictions on imports of meat. The effect of this order is to remove the Republic of South Africa from the list of countries from which meat is admitted unconditionally.

In accordance with the announcement on December 4, this will not prevent the landing of meat already shipped. Special landing arrangements for this meat will be made and notified to importers and the undertaking given by the Imported Meat Trade Association about distribution will now apply to South African meat.

Imports of canned meat and of bacon and ham are not affected.

Establishment of East African community

THE COMMONWEALTH OFFICE announce that the British Government were pleased to accept an invitation to be represented at the inauguration of the East African Community which was held at the community's headquarters at Arusha, Tanzania, on December 1. The Government appointed Mr. David Scott, British High Commissioner in Uganda, to represent them on this important occasion.

United Kingdom aid to Undeveloped Countries

INDONESIA

AN AGREEMENT has been signed for an interest free loan for £500,000 from the British Government to the Government of Indonesia. The loan, which has a seven year grace period, is repayable over 25 years and will be used for the purchase of British goods.

Commercial inquiries relating to this loan should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 313, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747), quoting reference CRE 20307/G.

THE GAMBIA

ON DECEMBER 5 representatives of the British and Gambian Governments signed a £3.2 million development loan for a wide range of projects under The Gambia's Development Plan 1967-71. The loan is interest-free and will be repaid over 25 years.

Commercial inquiries should be addressed to Commercial Relations and Exports Department, Room 309, 1-19 Victoria Street, London, S.W.1, quoting Reference CRE 6811/G (Tel. 01-222 7877, Ext. 2226).

New Zealand and Bulgaria

A TRADE agreement between New Zealand and Bulgaria was signed in Wellington on November 3, 1967. The agreement will enter into force for an initial period of four years from the date of ratification.

The Trade Agreement provides for the mutual granting of most-favoured-nation treatment on all matters concerning trade between New Zealand and Bulgaria. In particular, each country has agreed to grant to the other most-favoured-nation treatment with respect to all charges imposed on, or in connection with, the importation of products from, or their exportation to the other country.

In the terms of the agreement the preferential treatment granted by New Zealand to members of the Commonwealth and by Bulgaria to members of the Council for Mutual Economic Assistance is preserved.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2320 or 2258), quoting reference CRE 21470/G.

Iceland and Czechoslovakia

THE ICELANDIC and Czechoslovak Trade Delegations reviewed at a meeting held in Reykjavik from October 31 to November 3 the situation in the exchange of goods between both countries at the end of the first year of the Long-Term Trade and Payments Agreement of September 12, 1966.

The Czechoslovak delegation expressed its wish to take part in the development of the Icelandic economy by deliveries of machinery and plant including electric power plant and distribution and in the construction of roads, harbours and housing.

The Icelandic delegation reaffirmed its interest in expanding the sale of traditional export products.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2305), quoting reference CRE/6241/G.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade, It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times*

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HMSO

Iceland and Poland

A PROTOCOL to the three year Trade Agreement of September 1966 between Iceland and Poland was signed in Reykjavik on August 29 and provides for the exchange of goods during 1968.

Icelandic exports to Poland will include frozen and salted herring, frozen fish fillets, canned fish products and medicinal cod liver oil and industrial oils.

Included in the list of goods to be exported to Iceland by Poland are ships, machinery, coal and coke, potatoes, sugar, wood and wooden products and window glass.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 or 482).

Tunisia and Yugoslavia

THE TUNISIAN *Journal Officiel* of November 7-10, 1967, published details of trade between Tunisia and Yugoslavia for 1967 in accordance with the provisions of the trade agreement of November 24, 1964.

Tunisian exports to Yugoslavia will include citrus fruits, phosphates and iron ore, red lead, hides, fish meal, scrap iron, accumulators and refined petroleum products. Yugoslav exports to Tunisia will include various textile goods, iron and steel goods, cattle, tobacco, chemical products (unspecified), timber and paper.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/481).

Hints to businessmen visiting Norway

A REVISED EDITION of the booklet on Norway has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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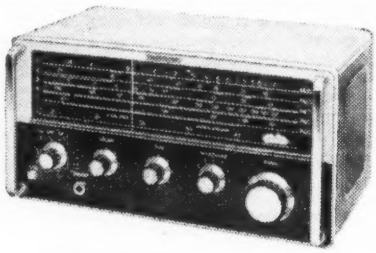

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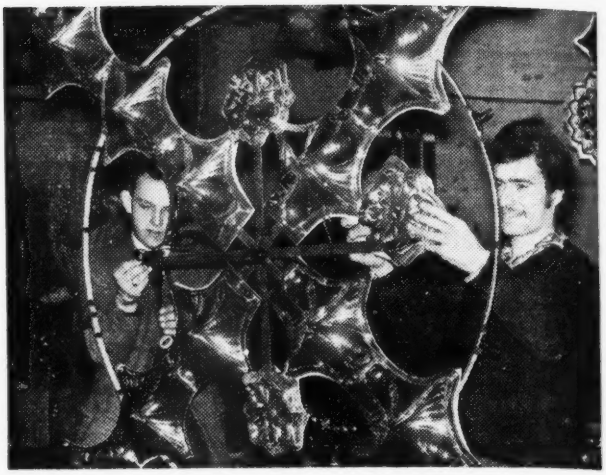
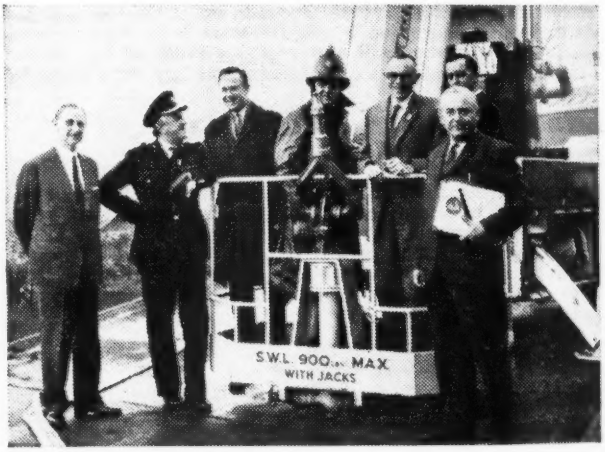


Late last September Irvine Martin (Plastics), Limited, Ipswich, were asked for detailed specifications and estimates for decorating over one mile of the shopping centre in Piraeus, Greece. Full details were despatched within 48 hours, and on November 6 instructions were received to proceed and to deliver by the second week of December. The picture shows the assembly of Christmas decorations taking place at Irvine Martin Plastics prior to their despatch to Piraeus. Export of decorations accounts for 20 per cent of the firm's turnover.



Mr. J. E. Chick, managing director of Simon-Carves Chemical Engineering Ltd., welcomed a delegation of the USSR State Committee for Science and Technology to the Cheadle Heath works of Simon-Carves Ltd. last month. The picture, taken during the visit, shows left to right: Mr. C. G. H. Simon, secretarial director, Simon Engineering Ltd.; Commander K. N. Hoare, chief fire officer, Manchester Fire Brigade; Mr. A. K. Mikeev, deputy head of the Central Board of Fire Protection of the USSR Ministry of Protection of Public Order; Mr. O. G. Sergeev, senior engineer, State Committee for Architecture and Buildings (interpreter); Mr. D. H. Ashworth, director, Simon Engineering Dudley Ltd.; and Mr. W. E. Nicholls, director, Simon Engineering Dudley Ltd.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ARGENTINA

(243/67) Civil Engineering Works for Servicios Electricos del Gran Buenos Aires. January 1, 1968. E.S.B. 44069/67.*

AUSTRALIA

(241/67) Distribution Transformers for Capricornia Regional Electricity Board. January 8, 1968. E.S.B. 43657/67.*

(242/67) Construction of Tunnels, Station and Appurtenants Works for Eastern Subways Railways. January 8, 1968. (Advance Information). E.S.B. 43679/67.

(243/67) Transformers for Hydro-Electric Commission. February 19, 1968. E.S.B. 44017/67.

State Electricity Commission of Victoria:

(243/67) Conveyor System. February 19, 1968. E.S.B. 44023/67.

(243/67) Generator Auxiliary Plant. March 18, 1968. E.S.B. 44016/67.

(243/67) Switchgear and Accessories. February 5, 1968. E.S.B. 44022/67.

BURMA

(242/67) Workshop Equipment for Electricity Supply Board. January 15, 1968. E.S.B. 43583/67.*

(241/67) Crane Gear for Industrial Development Corporation. January 8, 1968. E.S.B. 43584/67.*

Mineral Development Corporation:

(241/67) Electrical Supplies. December 31. E.S.B. 43574/67.*

(241/67) Drafting Instruments and Stores. December 31. E.S.B. 43575/67.*

(241/67) Surveying Instruments. December 31. E.S.B. 43576/67.*

(241/67) Electronic Instruments and Equipment. December 31. E.S.B. 43580/67.*

(241/67) Electronic Tubes and Batteries. December 31. E.S.B. 43582/67.*

(241/67) Tents. December 31. E.S.B. 43581/67.*

(244/67) Pullovers for Ministry of Defence. December 31. E.S.B. 44090/67.

Myanma Export Import Corporation:

(239/67) Laboratory Glassware. January 31, 1968. E.S.B. 42795/67.

(239/67) Metals. December 25. E.S.B. 43212/67.*

(240/67) Ball and Roller Bearings. February 22, 1968. E.S.B. 43526/67.*

(241/67) Packing Material. December 31. E.S.B. 43622/67.*

Peoples Oil Industry:

(239/67) Microscopes. January 15, 1968. E.S.B. 42798/67.*

(239/67) Mica and Micanite. January 31, 1968. E.S.B. 43218/67.*

(240/67) Coking Plant. Closing date not known. E.S.B. 43567/67.

(241/67) Pump Spare Parts Etc. December 31. E.S.B. 43621/67.*

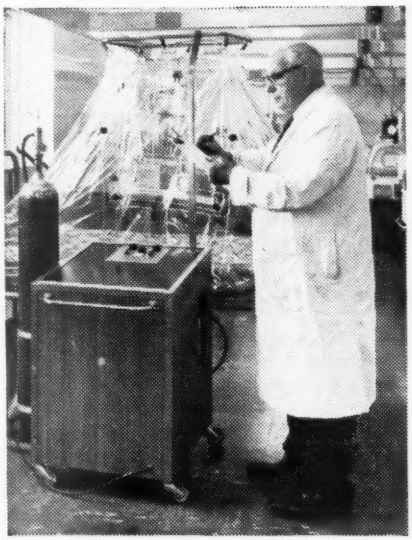
(241/67) Measuring Instruments. January 20. 1968. E.S.B. 43624/67.*

(242/67) Pipe Line Fittings. January 31, 1968. E.S.B. 43638/67.*

(242/67) Garage Equipment. December 31. E.S.B. 43659/67* and 43660/67.*

(242/67) Bitumen. January 31, 1968. E.S.B. 43619/67.*

(242/67) Survey Equipment. January 20, 1968. E.S.B. 43625/67.*



Testing a Consolaire refrigerated oxygen tent at the Basingstoke works of Vickers Limited Medical Group prior to despatch to South Africa. These units, over 200 of which are now in use throughout the world, provide comfortable and controlled oxygen therapy, with or without high humidity, in all climatic conditions. Because of their hygienic, easy-to-clean, and durable qualities Warerite decorative laminates, manufactured by BXL, are used by Vickers for panelling the Consolaire control cabinet.

(242/67) Pumps. January 2, 1968. E.S.B. 43661/67.*

(242/67) Lighting Fittings. January 31, 1968. E.S.B. 43662/67.*

(242/67) Circuit Breaker: Switch Board Extension. January 2, 1968. E.S.B. 43663/67.*

(242/67) Brass and Bronze. January 31, 1968. E.S.B. 43664/67.*

(242/67) Bungs and Washers. January 31, 1968. E.S.B. 43665/67.*

(242/67) Steel. January 31, 1968. E.S.B. 43666/67.*

(242/67) Rock Bits. January 2, 1968. E.S.B. 43667/67.*

Public Works Corporation:

(242/67) Steel Bearings. January 3, 1968. E.S.B. 43647/67.*

(242/67) Boiler Tubes and Fittings. January 5, 1968. E.S.B. 43649/67.*

(242/67) Belting. January 3, 1968. E.S.B. 43648/67.*

(242/67) Electrical Fittings. January 6, 1968. E.S.B. 43650/67.*

State Timber Board:

(242/67) Cross-cut Saws. December 29. E.S.B. 43652/67.*

(242/67) Steel Strapping and Equipment. December 29. E.S.B. 43651/67.*

Union of Burma Railways:

(239/67) Ball Bearings. February 22, 1968. E.S.B. 43270/67.*

(239/67) Lighting Materials. February 19, 1968. E.S.B. 43279/67.*

(239/67) Welding Equipment. February 29, 1968. E.S.B. 43277/67.*

(239/67) Laboratory Equipment. January 8, 1968. E.S.B. 43267/67.*

(239/67) Lifting Tackle. February 29, 1968. E.S.B. E.S.B. 43278/67.*

(239/67) Workshop Equipment. February 29, 1968. E.S.B. 43280/67.*

(239/67) Workshop Equipment. March 4, 1968. E.S.B. 43281/67.*

(239/67) Industrial Vacuum Cleaners. February 29, 1968. E.S.B. 43289/67.*

(239/67) Ball Bearings. February 22, 1968. E.S.B. 43290/67.* 43291/67.*

(239/67) Moulding Boxes. February 26, 1968. E.S.B. 43272/67.*

(239/67) Lathe Spare Parts. February 22, 1968. E.S.B. 43271/67.*

(239/67) Spray Painting Machines. March 4, 1968. E.S.B. 43293/67.*

(240/67) Machine Plug; Taps; Files. February 26, 1968. E.S.B. 43274/67.*

(240/67) Spanners. February 26. 1968. E.S.B. 43275/67.*

(240/67) Workshop Equipment; Pumps. February 29, 1968. E.S.B. 43292/67.*

(239/67) Machine Tools. March 7, 1968. E.S.B. 43295/67.*

(239/67) Ball Bearings. February 19, 1968. E.S.B. 43269/67.*

(239/67) Lathe. March 7, 1968. E.S.B. 43294/67.*

(241/67) Milling Machine Parts. March 11, 1968. E.S.B. 43589/67.*

(241/67) Chasers; Die Tap and Stock. March 14, 1968. E.S.B. 43592/67.*

(241/67) Fire Extinguisher Powder and Respirators. March 14. 1968. E.S.B. 43591/67.*

(241/67) Electrical Equipment. January 25, 1968. E.S.B. 43599/67.*

(241/67) Electrical Equipment. March 7, 1968. E.S.B. 43601/67.*

(242/67) Lamps. March 11, 1968. E.S.B. 43602/67.*

(242/67) Telephone Conversion Kits. March 18, 1968. E.S.B. 43603/67.*

(241/67) Chain; Wire Rope. March 7. 1968. E.S.B. 43606/67.*

(242/67) Cotton Waste; Spun Yarn. January 18, 1968. E.S.B. 43628/67.*

(242/67) Safes. March 11, 1968. E.S.B. 43629/67.*

(242/67) Metals. February 12, 1968. E.S.B. 43634/67.*

(241/67) Callipers; Screw Gauge. January 22, 1968. E.S.B. 43633/67.*

(241/67) Cable. March 4, 1968. E.S.B. 43600/67.*

(241/67) Brushes, Gloves. March 4, 1968. E.S.B. 43604/67.*

(241/67) Steel. March 4, 1968. E.S.B. 43605/67.*

(241/67) Clocks and Watches. March 11, 1968. E.S.B. 43630/67.*

(241/67) Oil Seals. January 8, 1968. E.S.B. 43631/67.*

(241/67) Fish Plates. March 14. E.S.B. 43632/67.*

CANADA

(241/67) Steel Radio Towers for Manitoba Hydro. (Further Information.) Tender documents and addendum are now available. E.S.B. 39492/67.*

†*The* **Export Service Bulletin**, *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

CEYLON

(244/67) Freezer for Ceylon Fisheries Corporation. January 5, 1968. E.S.B. 44145/67.
(241/67) Metal Ingots for Ceylon State Hardware Corporation. December 29. E.S.B. 43618/67.
(241/67) Textile Dyes and Chemicals for Department of Rural Development and Small Industries. February 23, 1968. E.S.B. 43514/67.
(243/67) Tractors and Accessories for National Small Industries Corporation. December 31. E.S.B. 44063/67.
(242/67) Caustic Soda for Paranthan Chemicals Corporation. December 27. E.S.B. 43617/67.
(242/67) Blasting Equipment and Explosives for State Engineering Corporation. January 4, 1968. E.S.B. 43527/67.*

CHILE

Empresa Nacional de Electricidad (ENDESA):
(240/67) Concrete Placers. January 15, 1968. E.S.B. 43550/67.*
(240/67) Stranded Conductors. December 27. E.S.B. 43551/67.*
(240/67) Aluminium Rods. December 27. E.S.B. 43552/67.*
(240/67) Permanent Way Equipment for Ferrocarriles del Estado. January 3, 1968. E.S.B. 43553/67.*

COLOMBIA

(240/67) Pumping Equipment for Empresa de Acueducto y Alcantarillado da Bogota. Closing date postponed to January 3, 1968. E.S.B. 37078/67.
(242/67) Chlorinators for Empresas Publicas Municipales de Cartagena. December 29. E.S.B. 43676/67.
(242/67) Generator for Industria Licorera de Caldas. February 21, 1968. E.S.B. 43677/67.
(239/67) Diesel Generating Plant for Instituto Nacional de Fomento Municipal. January 9, 1968. E.S.B. 43501/67.*

ETHIOPIA

(240/67) Copper Conductors for Electric Light and Power Authority. December 28. E.S.B. 43555/67.*

FORMOSA

Central Trust of China:
(239/67) Cellulose Wrapping. December 29. E.S.B. 42788/67.*
(239/67) Coumarin. December 28. E.S.B. 43240/67.*
(239/67) Tear Tape. December 27. E.S.B. 43243/67.*
(243/67) Circuit Breaker. January 6, 1968. E.S.B. 44029/67.*
(243/67) Tractor Towing. December 29. E.S.B. 44031/67.*
(243/67) Mixers. January 6, 1968. E.S.B. 44032/67.*
(243/67) Flow Meters. January 5, 1968. E.S.B. 44028/67.*
(243/67) Stainless Steel Shafting. December 29. E.S.B. 44085/67.*
(243/67) Tank Gauges. December 28. E.S.B. 44087/67.*
(243/67) Heat Exchanger Tools. December 29. E.S.B. 44088/67.*
(243/67) Truck-Tractors and Semi-Trailers. December 30. E.S.B. 44089/67.*
(243/67) Testing Instruments. January 9, 1968. E.S.B. 44081/67.*
(244/67) Motor Control Centre. December 30. E.S.B. 44082/67.*

GREECE

(243/67) Transmitters, Television and Radio for Hellenic National Broadcasting Institute. February 5, 1968. E.S.B. 44059/67.
Hellenic State Railways:
(243/67) Permanent Way Equipment. December 29. E.S.B. 44043/67.*
(243/67) Telephone System. December 29. E.S.B. 44042/67.*
(243/67) Ephedrine Syrup; Crystalized Insulin for Ministry of Trade. December 29. E.S.B. 44044/67.*

HONG KONG

Controller of Stores:
(243/67) X-ray Equipment and Accessories. January 5, 1968. E.S.B. 44035/67.*
(242/67) Fluorescent Lamps. January 5, 1968. E.S.B. 44037/67.*
(242/67) Fire-fighting Appliance for Tender Board. December 29. E.S.B. 44036/67.*

INDIA

Bhabha Atomic Research Centre:
(241/67) Rotary Vacuum Pump. December 29. E.S.B. 43594/67.*
(241/67) Vacuum Pump. January 3, 1968. E.S.B. 43595/67.*
(241/67) Band Machine. December 30. E.S.B. 43595/67.*
(243/67) Induction Heating Furnace. January 10, 1968. E.S.B. 43689/67.*
(243/67) Furnace. January 12, 1968. E.S.B. 43693/67.*
(243/67) Autoclave. January 15, 1968. E.S.B. 43694/67.
(243/67) Neutron Generator. January 16, 1968. E.S.B. 43695/67.*
(243/67) Environmental Chamber. January 11, 1968. E.S.B. 43690/67*, 43691/67.*
(243/67) Environmental Test Chamber. January 12, 1968. E.S.B. 43692/67.*
(243/67) Pulse Generator. January 16, 1968. E.S.B. 43696/67.
(243/67) Die Machining Unit. December 29. E.S.B. 44054/67.
(243/67) Recording Polarograph. December 29. E.S.B. 44055/67.*
(243/67) Autoclave. January 8, 1968. E.S.B. 43686/67.*
(243/67) Clinical Centrifuges. January 9, 1968. E.S.B. 43687/67.
(243/67) Goniometer. January 10, 1968. E.S.B. 43688/67.*
(243/67) Test Chamber. January 17, 1968. E.S.B. 43697/67.
(243/67) Ribbon Blender. January 17, 1968. E.S.B. 43698/67.
(243/67) Microscopes. January 18, 1968. E.S.B. 43699/67.
(243/67) Line Assembly. January 18, 1968. E.S.B. 43700/67.
(243/67) Potentiometer Recorder. January 19, 1968. E.S.B. 44045/67.
(243/67) Sterilizer. January 19, 1968. E.S.B. 44046/67.
(243/67) Microdensitometer. January 23, 1968. E.S.B. 44047/67.
(243/67) Polyacrylamide Electrophoresis Apparatus. January 22, 1968. E.S.B. 44048/67.
(243/67) Microscopes. January 23, 1968. E.S.B. 44049/67, 44050/67.
(243/67) Ultrasonic Disintegrators. January 23, 1968. E.S.B. 44051/67.
(243/67) Microtomes. January 24, 1968. E.S.B. 44052/67.
(243/67) Crane. December 28. E.S.B. 44053/67.*
(242/67) Soaking Pits for Hindustan Steel Ltd. March 11, 1968. E.S.B. 44003/67.
(239/67) Switchgear for Hydel Designs Directorate. January 5, 1968. E.S.B. 43266/67.*
(239/67) Potential Transformers for Madras State Electricity Board. (Further Information.) Only considered if indigenous supplies are not available. E.S.B. 38100/67.*
(242/67) Spectrographs for Ministry of Railways. January 11, 1968. E.S.B. 44002/67.
(241/67) Construction of Transmission Line for West Bengal State Electricity Board. Closing date postponed to December 28. E.S.B. 41549/67.

IRAQ

(242/67) Copper Sheets for Imperial Iranian Land Forces Purchasing Office. February 14, 1968. E.S.B. 43625/67.*
(240/67) Agricultural Equipment for the Ministry of Agriculture. (Further Information.) Tender notice now available. E.S.B. 42070/67.
(240/67) Construction of Road for Ministry of Communications. January 17, 1968. E.S.B. 43559/67.
(242/67) Printing Machines for Ministry of Education. January 21, 1968. E.S.B. 44005/67.
(242/67) Pharmaceuticals for Ministry of Health. December 31. E.S.B. 44007/67.
Ministry of Industry:
(240/67) Construction of Factory Buildings. Closing date postponed to January 8, 1968. E.S.B. 39631/67.*
(240/67) Civil Engineering Works. (Further Information.) Tender notice now available. E.S.B. 42074/67.*
Ministry of Municipalities and Works:
(240/67) Construction of Water Supply Project. (Further Information.) Press notice now available. E.S.B. 42282/67.*
(242/67) Diesel Set. (Further Information.) E.S.B. 43210/67.*
(239/67) Overhead Line Construction and Materials. January 22, 1968. E.S.B. 43242/67.
(240/67) Water Supply Scheme. February 27, 1968. E.S.B. 43535/67.
(242/67) Copper Conductors. January 15, 1968. E.S.B. 44013/67.
(242/67) Transformers for National Electricity Administration. January 27, 1968. E.S.B. 44014/67.
Sugar Manufacturing Service:
(239/67) Sodium Carbonate. January 1, 1968. E.S.B. 43241/67.
(242/67) Agricultural Machinery. January 30, 1968. E.S.B. 44012/67.

KUWAIT

(241/67) Electrical Supplies for Ministry of Electricity and Water. December 27. E.S.B. 43586/67.*
Ministry of Post, Telegraph and Telephones:
(241/67) Cable. January 16, 1968. E.S.B. 43597/67.*
(242/67) Telephone Receivers. January 16 1968. E.S.B. 43598/67.*

LIBYA

Ministry of Finance:
(242/67) Construction of Courts Compound. January 22, 1968. E.S.B. 43670/67.
(242/67) Construction of Courts Compound, January 9, 1968. E.S.B. 43671/67.

MALAGASY REPUBLIC

(240/67) Construction of Buildings for M. Le Chef Du Service de L'Architecture. Closing date not stated. E.S.B. 43556/67.
(240/67) Miscellaneous Equipment for M. Le Directur-Gerant de la CEAMP. January 12, 1968. E.S.B. 43534/67*, 43533/67.*
(240/67) Construction of Buildings for Ministere de L'Equipement et des Communications. Closing date not stated. E.S.B. 43532/67.*

MALTA

(240/67) Tractor for Treasury. January 4, 1968. E.S.B. 43564/67.*

MALAYSIA

(243/67) Outboard Propulsion Unit for Port Swettenham Authority. December 28. E.S.B. 44075/67.*

MOZAMBIQUE

(239/67) Railway Equipment for Direccao Dos Servicos dos Portos. December 29. E.S.B. 43260/67.*
(239/67) Workshop Material for Ports, Railways and Transport Department. December 29. E.S.B. 43253/67.

THE NETHERLANDS

Director of Waterways:
(243/67) Erection of Beach Palisade. January 3, 1968. E.S.B. 44078/67.
(243/67) Construction of Bridge. January 2, 1968. E.S.B. 44079/67.

NEW ZEALAND

(242/67) Underground Cable for Christchurch Municipal Electricity Department. January 19, 1968. E.S.B. 44024/67.
General Post Office:
(242/67) Cable. January 23, 1968. E.S.B. 43669/67.*
(244/67) Copper Tapes. January 19, 1968. E.S.B. 44141/67.*
(244/67) Scales. January 23, 1968. E.S.B. 44142/67.*
(240/67) Hydraulic Press for Government Railways. February 14, 1968. E.S.B. 43563/67.

NICARAGUA

(242/67) Circuit Breaker Switches and Fuses for Empresa Nacional de luz y Fuerga. January 9, 1968. E.S.B. 43654/67.

NIGERIA

(243/67) Telecommunication Equipment for Electricity Corporation of Nigeria. January 12, 1968. E.S.B. 44074/67.

PAKISTAN

(244/67) Coconut Husk Crushing Machines for Director of Supply. January 8, 1968. E.S.B. 44154/67.*
East Pakistan Industrial Development Corporation:
(242/67) Ion-exchange Resins. December 28. E.S.B. 43681/67.*
(242/67) Catalyst. January 10, 1968. E.S.B. 43683/67.*
(240/67) Construction of Pipelines for Titas Gas Transmission and Distribution Co. Ltd. January 15, 1968. E.S.B. 43285/67.*
West Pakistan Railway Board:
(241/67) Lathes. (Further Information.) E.S.B. 41876/67.*
(241/67) Workshop and Printing Press Machinery. (Further Information.) E.S.B. 41878/67.*

PERU

(240/67) Electricity Meters for Lima Light and Power Co. December 28. E.S.B. 43560/67.*

(*Continued on next page*)

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SAUDI ARABIA

Ministry of Health:
(244/67) Motor Cars. January 10, 1968. E.S.B. 44120/67.
(244/67) Motor Car Spare Parts. January 8, 1968. E.S.B. 44121/67.
Riyadh Water Department:
(244/67) Pumping Equipment. January 25, 1968. E.S.B. 44118/67.
(244/67) Pipes. January 25, 1968. 44119/67.
(243/67) Laboratory Equipment for University of Riyadh. (Further Information.) E.S.B. 42768/67.*

SINGAPORE, REPUBLIC OF

(241/67) Copper Wire for Public Utilities Board. (Further Information.) E.S.B. 42761/67.*
Singapore Polytechnic:
(243/67) Laboratory Equipment. January 5, 1968. E.S.B. 44019/67.*
(243/67) Surveying Equipment. January 5 1968. E.S.B. 44020/67.*
(243/67) Laboratory Equipment and Small Tools. January 5, 1968. E.S.B. 44021/67.*

SOUTH AFRICA

(243/67) Fork-lift Trucks and Crane Attachments for South African Railways. January 5, 1968. E.S.B. 44018/67.*
State Tender Board:
(241/67) Leather Gloves. January 17, 1968. E.S.B. 43609/67.*
(241/67) Jaw and Gyratory Crushers. January 11, 1968. E.S.B. 43610/67.*
(241/67) Mobile Cranes. January 18, 1968. E.S.B. 43611/67.*
(241/67) Fire-fighting Equipment. February 20, 1968. E.S.B. 43608/67.*
(241/67) Steel Sheets and Sections. January 9, 1968. E.S.B. 43607/67.*
(241/67) Pipe Pushers. January 12, 1968. E.S.B. 43612/67.*
(241/67) Oscilloscopes. January 9, 1968. E.S.B. 43613/67.*
(243/67) Transformer for Town Clerk's Office, City Hall. January 26, 1968. E.S.B. 44015/67.*

SPAIN

(242/67) Fishing Wharf Works for Ministerio de Obras Publicas. March 27, 1968. E.S.B. 43655/67.* 67.

SUDAN

(240/67) Telephones for Department of Posts and Telegraphs. January 13, 1968. E.S.B 43288/67.*

(239/67) Tug for Sudan Railways. (Advance Information.) E.S.B. 42960/67.

SWITZERLAND

(240/67) Bending Magnets and Steel Sheet for Organization Europeenne Pour La Recherche Nurcleaire. February 9, 1968. E.S.B. 42758/67.*

SYRIAN ARAB REPUBLIC

(244/67) Air Foam; Dry Powder for Public Administration of Petrolcum. January 6. 1968. E.S.B. 44117/67.
(243/67) Telecommunication Apparatus for Public Administration of Railways. December 31. E.S.B. 44116/67.

TANZANIA

(241/67) Diesel Generating Sets for Tanganyika Electric Supply Co. Ltd. January 15, 1968. E.S.B. 43587/67.

THAILAND

(244/67) Sterilizer for Medical Department (Park-Klong Lawd). December 27. E.S.B. 44093/67.*
(240/67) Line Accessories for Metropolitan Electricity Authority. January 5, 1968. E.S.B. 43520/67.*
(239/67) Cold Storage Unit for Preserved Food Organization. January 5, 1968. E.S.B. 43511/67.
Provincial Electricity Authority:
(244/67) Aluminium Conductors. December 29. E.S.B. 44099/67.*
(244/67) Aluminium Conductors. December 27. E.S.B. 44098/67.*
State Railway of Thailand:
(238/67) Dies, Hand Taps and Files. January 3, 1968. E.S.B. 43510/67.
(239/67) Ceiling Fan. January 5, 1968. E.S.B. 43509/67.
(240/67) Railway Lighting Equipment. January 17, 1968. E.S.B. 43513/67.
(240/67) Road Maintenance Equipment. January 4, 1968. E.S.B. 43514/67.
(240/67) Goods Wagon, Bogies. January 18. 1968. E.S.B. 43522/67.
(240/67) Railway Switches and Crossings. February 20. 1968. E.S.B. 43521/67.
(243/67) Rail Jacks. January 5. 1968. E.S.B. 44064/
(243/67) Switches and Crossings. February 20, 1968. E.S.B. 44073/67.*

TRINIDAD & TOBAGO

(239/67) Transformers for Trinidad and Tobago Electricity Commission. January 9, 1968. E.S.B. 43247/67.*

TUNISIA

(244/67) Batteries for Office du Commerce de la Tunsie. January 5, 1968. E.S.B. 44147/67.*
Regie Nationale des Tabacs et des Allumettes:
(240/67) Printing Ink. January 31, 1968. E.S.B. 43517/67.
(240/67) Gummed Paper. January 8, 1968. E.S.B. 43518/67.

TURKEY

(244/67) Printing Machine for Tekel Genel Mudurluga. January 3, 1968 E.S.B. 44165/67.*
(240/67) Newsprint for Turkiye Seluloz Ve Kagit Fabrikalari Isletmesi Genel Mudurlugu. January 5, 1968. E.S.B. 43542/67.*

URUGUAY

(242/67) Cheese Plant Equipment for La Cooperativa Nacional de Productores de Leche. Closing date postponed to April 5, 1968. E.S.B. 27454/67.*
State Electricity and Telephones Board:
(240/67) Insulating Oil. 1st call January 24, 1968, 2nd call January 30 1968 E.S.B. 43537/67.
(240/67) Sheathing Machine and Paper. 1st call January 23, 1968, 2nd call January 24, 1968. E.S.B. 43536/67
University of the Republic Faculty of Medicine:
(240/67) Leucoplast. January 5, 1968. E.S.B. 43538/67.
(240/67) Microscope Accessories. January 5. 1968. E.S.B. 43539/67.
(240/67) Gasotherapy Elements. January 10, 1968. E.S.B. 43540/67.

VIETNAM

(241/67) Musical Instruments for Central Procurement and Supply Authority. December 27. E.S.B. 43572/67.*
Industrial Development Centre:
(241/67) Textile Machinery. January 15, 1968. E.S.B. 43569/67.*
(241/67) Construction of Steel Sheet Galvanizing Mill. January 15, 1968. E.S.B. 43570/67.
(241/67) Construction of wheat Flour Mill. January 15, 1968. E.S.B. 43571/67.*

ZAMBIA

(240/67) Surgical Instruments for Central Supply and Tender Board. January 5, 1968. E.S.B. 43519/67.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(243/67) Inquiry for electronic, electro-medical and scientific instruments. E.S.B. 41500/67.

Australia
(241/67) Agency inquiry for stationers' sundries E.S.B. 42912/67.
(241/67)Inquiry for compacts; compact combinations; manicure sets; sunglasses. E.S.B 43052/67.
(242/67) Inquiry for crane installation equipment. E.S.B. 43707/67.

Austria
(243/67) Agency inquiry for biscuits; confectionery. E.S.B. 43140/67.
(239/67) Inquiry for tyres. E.S.B. 42112/67.
(240/67) Inquiry for footwear. E.S.B. 36279/67.

Barbados
(243/67) Inquiry for foodstuffs and sundries. E.S.B. 42544/67.

Belgium
(240/67) Inquiry for cable. E.S.B. 43019/67.

Bolivia
(241/67) Inquiry for tin-making machinery. E.S.B. 42686/67.

Canada
(240/67) Agency inquiry for hydraulic hose and couplings; industrial engine components; PVC conveyor belting E.S.B. 42617/67.
(242/67) Agency inquiry for industrial space heaters; nuts, bolts and fasteners; machine tools and accessories; mechanical packings and seals E.S.B. 42835/67.
(240/67) Inquiry for electronic components. E.S.B. 43557/67.
(240/67) Inquiry for paper tape; wire. E.S.B. 42973/67
(241/67) Inquiry for copper magnetic wire. E.S.B. 42600/67.
(241/67) Inquiry for galvanized sheet. E.S.B. 21663/67.
(241/67) Inquiry for trolley buses. E.S.B. 42895/67
(243/67) Inquiry for electrical appliance components E.S.B. 42971/67.
(244/67) Inquiry for bags; luggage. E.S.B. 43014/67

Ceylon
(239/67) Inquiry for tea blending and packeting machinery. E.S.B. 42646/67.

Chile
(241/67) Inquiry in respect of consultancy services E.S.B. 43339/67.

Cyprus
(240/67) Political Situation. C.R.E. 5496/G.

Fiji
(241/67) Inquiry for vices. E.S.B. 40047/67.

Finland
(239/67) Agency inquiry for stationery equipment. E.S.B. 43102/67.
(240/67) Agency inquiry for radios; record players. E.S.B. 42618/67.
(243/67) Agency inquiry for toys. E.S.B. 43349/67.
(244/67) Agency inquiry for laces. E.S.B. 43380/67.
(243/67) Inquiry for laminated cork sheeting. E.S.B. 41126/67.

France
(240/67) Agency inquiry for builders' hardware; door furnishings. E.S.B. 42863/67.
(244/67) Agency inquiry for spectacle frames; sun glasses E.S.B. 43891/67.
(239/67) Inquiry for glueing machine; paper drying and glassing cylinder E.S.B. 42634/67.
(240/67) Inquiry for cardboard box-making machinery; printing machinery E.S.B. 42679/67
(241/67) Inquiry for paper making machinery. E.S.B. 42680/67.

Germany, Federal Republic of
(240/67) Agency inquiry for suitings E.S.B. 6935/67.
(243/67) Agency inquiry for asbestos products; grinding and polishing equipment; hoses; leather products; protective clothing; rubber and plastic industrial products. E.S.B. 35825/67.
(243/67) Agency inquiry for meat delicatessen E.S.B. 27638/67.
(244/67) Agency inquiry for builders' tools and accessories E.S.B. 42820/67.
(244/67) Agency inquiry for confectionery and foodstuffs. E.S.B. 43398/67.
(239/67) Inquiry for castings. E.S.B. 43028/67.
(240/67) Inquiry for non-destructive testing equipment. E.S.B. 19925/67.

Greece
(239/67) Agency inquiry for pharmaceuticals. E.S.B. 42616/67
(241/57) Agency inquiry for adhesives; ribbons; tapes. E.S.B. 41075/67.
(242/67) Agency inquiry for educational aids. E.S.B. 43401/67.

Guatemala
(239/67) Inquiry for industrial acids. E.S.B. 42639/67.
(241/67) Inquiry for plastic working machinery. E.S.B. 43327/67.

Iceland/Czechoslovakia
(240/67) Trade Agreement. C.R.E. 6241/G.

India
(244/67) Inquiry for crude drugs. E.S.B. 42916/67.

Iraq
(241/67) Inquiry for agricultural machinery. E.S.B. 42748/67.

Irish Republic
(241/67) Agency inquiry for hand tools; power tools. E.S.B. 43097/67.
(241/67) Agency inquiry for textile machinery and accessories. E.S.B. 42834/67.

†For further details of the 'Export Service Bulletin see page 1557.

Italy
(240/67) Agency inquiry for domestic appliances. E.S.B. 42643/67.
(242/67) Agency inquiry for smoke depurators. E.S.B. 43468/67.
(242/67) Agency inquiry for refractory and insulating materials; water filtering and processing equipment. E.S.B. 36760/67.
(244/67) Agency inquiry for chamois leather. E.S.B. 43760/67.
(243/67) Inquiry for electronic equipment. E.S.B. 43434/67.

Italy/Bulgaria
(240/67) Trade Agreement.

Jamaica
(243/67) Agency inquiry for coke. E.S.B. 43781/67.
(240/67) Inquiry for conveyor. E.S.B. 42934/67.
(243/67) Inquiry for fence hardware. E.S.B. 43743/67.

Japan
(244/67) Agency inquiry for piecegoods. E.S.B. 44252/67.

Jordan
(242/67) Agency inquiry for cosmetics; hosiery; piecegoods; stationery; toiletries. E.S.B. 43029/67.

Kenya
(240/67) Agency inquiry for machine tools. E.S.B. 42887/67.
(244/67) Inquiry for galvanizing plants. E.S.B. 42886/67.

Laos
(240/67) British Government Aid. C.R.E. 92/4/66.

Lebanon
(244/67) Agency inquiry for shirts. E.S.B. 43964/67.
(239/67) Inquiry for cotton yarn spinning machinery. E.S.B. 41947/67.

Libya
(240/67) Commercial Agencies Law. C.R.E. 638/G.

Malta
(243/67) Agency inquiry for catering equipment; novelty and advertising goods; wallpaper. E.S.B. 43774/67.
(243/67) Agency inquiry for confectionery; cosmetics and perfumery; foodstuffs; underwear and nightdresses; woodworking tools. E.S.B. 38985/67.
(244/67) Inquiry for galvanized sheets. E.S.B. 43817/67.

Mexico
(243/67) Inquiry for lawn mowers. E.S.B. 41969/67.

Netherlands
(240/67) Agency inquiry for lining materials; piecegoods. E.S.B. 19894/66.
(240/67) Inquiry for brush making machinery. E.S.B. 40517/67.

New Zealand
(243/67) Inquiry for milling machine. E.S.B. 43362/67.

Nigeria
(241/67) Inquiry for cement. E.S.B. 42178/67.

Norway
(242/67) Agency inquiry for gloves; leather. E.S.B. 15395/67.
(243/67) Agency inquiry for dresses. E.S.B. 43446/67.
(243/67) Agency inquiry for greeting cards; wrapping requisites. E.S.B. 43152/67.

Pakistan
(240/67) Agency inquiry for cables; telecommunications equipment. E.S.B. 43419/67.
(240/67) Agency inquiry for diesel engine. E.S.B. 43440/67.
(240/67) Agency inquiry for textile dyes and chemicals; textile machinery. ES.B. 36120/67.
(243/67) Inquiry for brushes; hand tools; machine tools; measuring equipment; welding equipment; woodworking machinery. E.S.B. 42063/67.

Poland
(242/67) Inquiry for hospital equipment. E.S.B. 43426/67.

Puerto Rico
(241/67) Agency inquiry for perfumery; toiletries. E.S.B. 38712/66.

Rumania
(239/67) Inquiry for laundry and dry cleaning machinery. E.S.B. 42847/67.

Saudi Arabia
(243/67) Inquiry for rug manufacturing machinery. E.S.B. 28751/67.

South Africa
(239/67) Agency inquiry for textile fabrics. E.S.B. 41749/67.
(241/67) Agency inquiry for domestic hardware; gas appliances; shrinkwrap machinery and material. E.S.B. 42619/67.
(242/67) Agency inquiry for cable. E.S.B. 42963/67.
(243/67) Agency inquiry for home workshop machines; machine shop accessories; small bench lathes; toolmakers' supplies. E.S.B. 42965/67.
(242/67) Inquiry for sandblasting equipment. E.S.B. 43107/67.

Sweden
(239/67) Inquiry for forgings. E.S.B. 42922/67.
(239/67) Inquiry for iron and steel. E.S.B. 42650/67.
(244/67) Inquiry for iron and steel – further information. E.S.B. 42650/67.
(244/67) Inquiry for woodworking tools. E.S.B. 44234/67.

Switzerland
(241/67) Agency inquiry for women's clothing. E.S.B. 42818/67.
(242/67) Agency inquiry for corks. E.S.B. 42827/67.
(243/67) Agency inquiry for motor car components. E.S.B. 43742/67.

Thailand
(242/67) Agency inquiry for chemicals. E.S.B. 42938/67.
(242/67) Agency inquiry for telecommunications equipment. E.S.B. 43043/67.
(244/67) Agency inquiry for domestic refrigerator parts; marine electrical equipment. E.S.B. 42586/67.

Trinidad and Tobago
(240/67) Inquiry for moulding machine. E.S.B. 42879/67.

Tunisia
(240/67) Inquiry for domestic appliances parts. E.S.B. 43042/67.

Uganda
(240/67) Inquiry for clothing; toys. E.S.B. 43180/67.

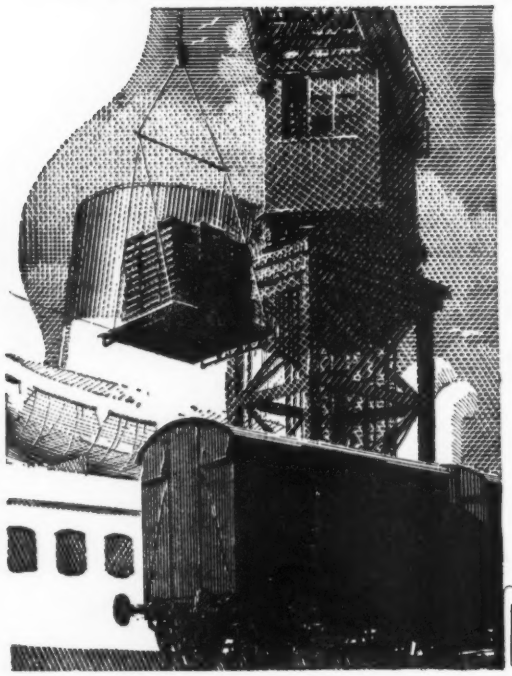
U.A.R. (Egypt)
(242/67) Inquiry for prenyle sheets; respirometers; wax and whirlpool baths. E.S.B. 41003/67.

United States of America
(244/67) Inquiry for paint contractors' equipment. E.S.B. 43867/67.

Vietnam
(242/67) Inquiry for printing machinery. E.S.B. 43469/67.

Windward Islands
(243/67) Inquiry for fish. E.S.B. 43821/67.

Every day and every night



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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page xii of December 8 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Visit to Australian shipyards

JUST back from touring Australia with a party of executives representing various British marine interests is Mr. Peter Rosseter, sales director of the Pump and Compressor Division of Hamworthy Engineering, of Poole, Dorset, a member of the Powell Duffryn Group.

The three-week visit was under the auspices of the British Marine Equipment Council, of which Hamworthy Engineering are members, and the British National Export Council.

Mr. Rosseter's tour, linked with the setting up of a new company by Hamworthy Engineering in Australia, signified the importance which the Pump and Compressor Division of the company attach to the rapidly-expanding marine market 'down under'.

Three-country tour

MR. JOHN COLMAN, managing director of the Colman Group of Sudbury, Suffolk, and chairman of the Export Committee of the Agricultural Engineers' Association, has just returned from a tour of Australia, India and Israel that will result in some £350,000 of export business for his Group's companies.

In Australia he concluded plans for a factory to be sited in Melbourne for the production of concrete staves. Colman's are to supply the plant which, when it is operational in September 1968, will manufacture staves under licence to the Group. The factory will be modelled on the Edenhall-Colman plant at Penrith, Cumberland, claimed to be the most modern and efficient of its kind in Europe. A contract was signed also for the export to Australia of a complete controlled environment piggery designed and developed by B. and S. A., a member of the Colman Group. This will be evaluated as a prototype for subsequent local manufacture under licence to the Group.

In Israel Mr. Colman completed negotiations for a concrete stave plant worth over £100,000 to be built near Tel Aviv and to become operational in 1969.

Subject to Government approval, a similar factory is to be built outside Bombay to be in production in about 18 months' time.

World marketing tour

MR. J. A. TATEM, managing director of G.W.B. Boilers Limited a subsidiary of G.W.B. Holdings (Dudley) Limited, is at present on a world wide marketing tour for the Company's 'Powermaster' oil/gas fired boilers, 'Vekos Powermaster' solid fuel fired boilers and 'Voriflow' oil/gas fired burner systems.

The trip, which started on November 26 will include meetings in Singapore, Melbourne and Sydney, Australia, Christchurch, New Zealand and will continue via Fiji and Honolulu before finally concluding business in New York on December 15.

Yugoslavian trade visit

FOURTEEN representatives of the Yugoslavian trucking industries spent a day as guests of Scammell Lorries Ltd., whilst on a recent visit to this country. The visit was arranged by the Yugoslavian Generalexport Agency Division to enable the party to take a close look at British Industry and the Leyland Motor Corporation in particular.

The day was spent visiting both the Scammell works at Watford and Basingstoke to inspect the full range of Scammell products.

An increased sales effort in this area has resulted in Dumptruck sales to Split on the Adriatic coast and it is hoped that further sales in this area will be negotiated.

European trip

MR. J. R. HONE, John Crossley's assistant export sales manager, has just returned from a tour of Holland, Belgium, Italy, Austria and Switzerland. In spite of the political pessimism regarding Britain's entry into the Common Market this attitude is not shared by the commercial sector, especially in Holland, Belgium and Italy and indeed business trends in the Floor Covering field betray a positive wish by nearly all customers to build up closer contacts with British suppliers.

The company says that carpet sales in EFTA markets, Austria and Switzerland, continue to show a satisfactory pattern of growth. Contact was made with Crossley agents and distributors in all the countries visited and extensive visits to customers showed the continuing interest for their pattern carpets, especially in times when the glut of conventionally woven and tufted plain qualities is tending to overwhelm customers.

14,000 mile bid for exports

FOLLOWING the announcement that Joseph Hibbert & Co. Ltd., Bolton, had gained export orders from Pakistan worth £100,000 comes news that two senior directors of the company are to make a major bid to secure more business from the territory.

The two executives are Mr. Jack Fletcher, chairman and managing director, and Mr. Malcolm Dawson, technical and sales director, who have left London for Karachi on the first leg of a two week sales tour of East and West Pakistan.

Joseph Hibbert is responsible for selling the sizing and beaming machinery made by its associated company, Dobson & Barlow Ltd., Bolton. Both are member companies of the £26 million Stone-Platt Industries Group – the largest maker of textile machinery in the world.

Commenting on the forthcoming trip, Mr. Fletcher says: 'Joseph Hibbert sells to more than 40 countries and has been trading with Pakistan for more than 15 years, but this has been the best so far. In fact, our total orders from this territory exceeds £¼ million this year to date.

'We export 85 per cent of our orders and recent major contracts include £200,000 for Poland, £100,000 for Russia and £120,000 for East Germany, as well as other important contracts from countries as broad-based as Zambia, Iran, Malaysia, Thailand, Brazil and Rumania.'

Joseph Hibbert's sales force has travelled 100,000 miles this year in search of new business and Mr. Fletcher and Mr. Dawson will travel another 14,000 miles on the forthcoming trip.

100,000 miles export trips

A SCORE of countries figure in a 100,000 mile odyssey in search of export business by Aldersley Engineers Ltd., of West Bromwich, Staffordshire. The bulk of the travelling has fallen to the lot of Mr. H. J. Digwood, managing director and Mr. G. N. Parsons, sales manager. Territories visited include Africa, South America and the Middle East as well as countries in Europe.

Does so heavy an investment in travel pay off for a medium-sized firm? Mr. Digwood's verdict is unequivocal. 'It does', he says. 'Aldersley make, supply and erect a wide range of bulk handling and storage equipment for grain and similar products, as well as agricultural and livestock equipment of many kinds. There is intense international competition in this market. We have to compete in terms of ideas and manufactures. We can only put this over successfully by selling on the spot.

'In the last 2½ years alone we have pulled in business in excess of half-a-million pounds which we would almost certainly not otherwise have obtained.'

Polish contract

FOUR years' selling effort by two London directors of a sprayed insulation company has resulted in their first licensing agreement in Eastern Europe. An agreement licensing Minex, Warsaw, Poland – the State agency – to operate their Silbestos sprayed insulation process has just been signed by Sprayed Insulations Ltd., Thomas Road, London, E.14. A number of visits over four years were made to complete the agreement by two directors of the company, Mr. J. F. Kimbell and Mr. D. J. McCormack. The company's training manager, Mr. J. Baker, has just returned from 10 days in Gydnia, training insulation specialists in the operation of the Silbestos process. During Mr. Baker's stay, 30 technicians from several Eastern Europe countries attended his instruction courses. Many of the ships to be sprayed are for the Russian merchant fleet.

Four week trip

MR. KENNETH KING, technical manager of the Terrapin International Group, left recently on a four-week trip to Australia and the United States. The Bletchley-based company has world-wide interests including system building, accommodation rental, 'package' libraries and library equipment, road haulage, electrical engineering and contracting, and metal fabrication.

Mr. King is the third senior Terrapin executive to undertake a world business tour within the past few weeks. He follows hard on the heels of Mr. H. C. Bolt, chairman and managing director of Terrapin International, and originator of the unique Terrapin building system, who left on an extensive four-month world tour on September 8.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

New Zealand airline buys British

Mount Cook Airlines, the fast-expanding New Zealand tourist operator, has placed an order with Hawker Siddeley Aviation for one Hawker Siddeley 748. The aircraft is scheduled for delivery in September 1968.

British equipment for Belgian refineries

More than 80 side-entry mixers are being supplied to Belgian refineries by Lightnin Mixers Ltd., of Poynton, Stockport, Cheshire, under two separate contracts worth between them more than £50,000.

£400,000 export orders

Two British companies have received export orders worth nearly £400,000 for equipment to be installed in the five fast container ships being built in Germany for Overseas Containers Ltd. Both are members of the Glasgow-based Weir group. They are G. and J. Weir Ltd. and Drysdale and Co. Ltd.

World record sales

An order from The Solartron Electronic Group Ltd. (Australia), at the end of September for 20 Solartron LM 1420 Digital Voltmeters has brought total sales of this product over the 5,000 mark. This is a record for a digital voltmeter, unmatched by any manufacturer in the world claims the Solartron Electronic Group Ltd. Total sales of the LM 1420 – plus their incorporation as the 'heart' of Solartron Data Loggers – now brings orders to the £5 million mark.

Knitwear for Europe

'Swinging London' high fashion British knitted mini-dresses are now being worn in seven European countries following a six-months' export sales drive by the Bond Street Fabrics group subsidiary, Hill Jones & Co. Ltd., of Hinckley, Leics. The countries where the Bond Street branded 'Ronnie' garments are now selling are France, Belgium, Norway, Sweden, Holland, Switzerland and Austria.

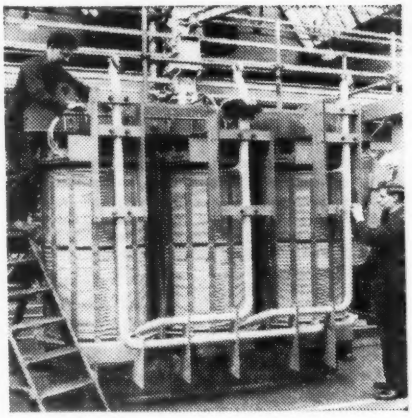
Whisky for Hong Kong

A bulk export order for the full range of their pottery miniatures containing Beneagles Scotch whisky has been shipped to Hong Kong by Peter Thomson (Perth) Ltd.

Mr. David K. Thomson, managing director, said 'This is the kind of export breakthrough we have been looking for following our success on the home market.'

2 million Australian dollar power contract

Diesel-electric generating plant and distribution switchgear worth 2 million Australian dollars is to be supplied in the next six months to the Mount Newman iron ore consortium in Western Australia by English Electric. The diesel engines are being supplied by Ruston & Hornsby Ltd. of Lincoln (part of the English Electric diesel engine group), the alternators and associated equipment by the company's electrical product group at Stafford, and distribution switchgear by English Electric of Australia.



GEC (Transformers) Limited is supplying to the Hong Kong Electric Company six 66/11kV power transformers valued at over £150,000, the first two of which have already been despatched. These transformers are required for extensions to the existing power distribution system in Hong Kong, and will be installed in the Ramsey Street and Morrison Hill substations. GEC has previously exported to Hong Kong large quantities of electrical equipment, particularly distribution transformers for installation in unusual locations such as under traffic islands and in basements. Such techniques are essential due to the extreme congestion that exists in Hong Kong.

½ million dollar order

The Cambridge Instrument Company will have a flying start to 1968 with a half million dollar contract for the continuing supply of their successful Stereoscan Scanning Electron Microscopy to the United States. Visiting the company, Mr. Arnold W. Young, vice-president of their distributors, Engis Equipment Company of Chicago, said that this contract was only for the start of 1968 and more would follow.

Trailers for Kenya

The Brockhouse Organization has recently secured an order from Kenya worth £146,000 for trailers and semi-trailers, placed by the Chemelil Sugar Company of Nairobi. Issued against a United Kingdom/Kenya loan, the order calls for 100 sugar cane trailers, equipped with wheels and skids designed to cope with exceptionally muddy conditions in the cane fields, and 50 specially designed semi-trailers of 10 tons capacity for transporting the cane, after transfer from the infield trailers, to the sugar mills.

Broken milk bottles help export trade!

Cracked and broken milk bottles, discarded by dairies in the north London area, are helping to boost Britain's export trade for a small glass manufacturing firm is transforming them into base material for aquariums and fish tanks. A big customer is America.

The building industry, too, is using the glass for pre-cast concrete cladding panels and for office blocks and general construction. It was not until about five years ago that the firm, John Dowell and Son, of Clapton Park, London, E.5, which once specialized in making bottles, discovered this 'surprise' market as director Mr. J. F. Shepherd described it.

Control systems for Rumania

Lancashire Dynamo Electronic Products of Rugeley (Staffs.) is to supply line drive control systems worth more than £200,000 to two Rumanian tyre factories. The order stems from the contract recently secured by the Rustyfa consortium for extensions to the Danubiana factory, near Bucharest, and the Victoria tyre factory, Floresti, where LDEP equipment is already installed.

Counting machines for Yugoslavia

De La Rue Instruments have received an order to supply 33 of their 100E Banknote Counting Machines for the Service of Social Accountancy in Belgrade. The order, worth some £13,000, follows the success of 10 100E machines initially ordered earlier this year.

Czechoslovakia buys British paperware

Cross Paperware Limited of Dunstable, Bedfordshire, England, have received their first order from Eastern Europe. Exico Limited, who are buying agents for the Czechoslovakian Foreign Trade Corporation have ordered two sizes of lace paper doyleys in bulk, amounting to some 8,200 gross and valued at approximately £2,650. The doyleys are for delivery to the Ligna Foreign Trade Corporation of Prague, Czechoslovakia, for distribution to the catering industry.

New orders for Intertype machines

Despite all the forecasts of inroads being made, or about to be made in the United States market for conventional hot metal line composing machines by phototypesetting equipment, Intertype Company have recently announced several significant orders for their hot metal machines. Among the orders received are the following: 15 High Speed 'C4' Intertypes for the New York Daily News (hitherto an all-Linotype composing room); six Monarchs with Intertypesetter for the Flint Journal, Flint, Michigan; eight High Speed Model 'C4' Intertypes and an Intertype Series 300 Computer for The Sun Publishing Co., Lowell, Massachusetts; three Monarchs for the Los Angeles Herald Examiner, going in alongside six Monarchs already installed.

Intertype Company also announced several major newspaper redresses. These included The New York Times, The Chicago Sun Times and The Miami Herald, all of which chose Intertype Imperial for their new text typeface dress.

Increased exports to Eastern Europe

Wild Barfield Limited, a subsidiary of Parkinson Cowan, has landed export orders from Poland for a series of sealed quench furnaces worth over £70,000. Since March this year, Wild Barfield, who specialize in furnaces and other equipment for the scientific heat-treatment of steel, has exported over 25 per cent of its total output.

£69,000 export order

The Express Lift Company Limited of Northampton – a GCE subsidiary – has been awarded an order worth approximately £69,000 to supply driving and control equipment for two major commercial developments in Australia, St. James Building, Melbourne and the SEOA project in Queensland.

Sales organization set up in Belgium

Following participation in the British Week in Brussels in October, Anvil Enterprises Ltd., of Hereford, manufacturers of a wide range of system built houses and bungalows have set up a sales organization in Belgium.

Called Anvil Homes, the new organization will be staffed by Belgians and will operate from 39 Kustlaan, Zeebrugge, Belgium, dealing with all sales of the Anvil Six/B range of timber frame system built dwellings.

Excavator exports

Despite some difficulty as a result of the dock strike in Britain, a 15 per cent increase in export business has been achieved so far this year by J. C. Bamford Excavators Ltd. Machine sales to Common Market countries have increased substantially, with France buying £11 million worth of JCB excavators for the first time. Other markets which have expanded during the year are Denmark, South Africa and Malaysia.

Radio aids for Norwegian supertankers

The Marconi International Marine Co., Ltd., has, through its Norwegian associates, Norsk Marconikompani, received an order to supply a comprehensive range of communications equipment and aids to navigation to the 175,000 dwt., tanker 'Bulford', which is under construction by Sasebo Heavy Industries, Japan. Her installation will be identical to that fitted in two 103,785 dwt., tankers, 'Bedford' and 'Bamford', which were completed this year for Fred Olsen & Co., Oslo. 'Bulford', similar to 'Bedford' and 'Bamford', will be registered under the British flag and managed by the Blandford Shipping Co. Ltd., London.

Cranes to have AEI electrical equipment

Twenty-one container handling cranes to be built to Paceco designs, for British and Australian ports are to have all their electrical power and control equipment supplied by AEI Control and Machines Group and AEI Engineering Pty. Limited, Australia.

The 11 Australian cranes will be rated at 45 tons and will be built by Vickers Hoskins for which AEI Engineering Pty. Limited, is to supply complete electrical equipment valued at £200,000. The main d.c. hoist motors and generators valued at £75,000 will be made by AEI in Britain.

Radio equipment for Arabian Gulf

Additional communication equipment, worth about £60,000, has been ordered from GEC (Telecommunications) Ltd., of Coventry, by Cable & Wireless Ltd., for the microwave radio links GEC is supplying in the Arabian Gulf territories of Bahrain and Dubai.

Orders in Eastern Europe

Against strong international competition, English Electric has this year won export orders worth more than £150,000 from Eastern Europe to supply Clayton generators for train heating.

Exports follow exhibition

Access to export business involving six figures or more has been gained as a result of the recent private trade exhibition by two companies in the Drake & Gorham, Scull Group. Interest in the wide variety of engineering on display was also expressed by consultants, architects and leading industrial bodies in the United Kingdom, the exhibition being visited by Mr. D. J. Ezra, deputy chairman and other executives of the National Coal Board, as well as executives from ICI, and BICC, etc. Overseas orders have been gained from Turkey and Saudi Arabia, with new business promised from Spain, Poland and Canada.

Triple mowers for Sweden

A triple unit tractor-drawn rotary mower combination designed to suit the requirements of Swedish air force authorities has been developed by Hayters Ltd., of Spellbrook, Bishop's Stortford, Herts. The combination is primarily for use on airfields but can also be used for other large grassland areas such as parks, sportsgrounds and for pasture topping.

£1¼ million Malta desalination contract

An order valued at over £1¼ million for three sea-water distillers to be built in Malta has been awarded by the Malta Electricity Board to Weir Westgarth Limited of East Kilbride, Scotland, a member of the Glasgow-based Weir group of companies.

Letraset sell a million sheets to South America

Letraset Ltd., manufacturers of 80 per cent of the world's supply of dry transfer industrial and graphic art materials announce receipt of an order for one million sheets from South America. The order which is to be fulfilled in four shipments spread over a year follows the establishment in June 1967, of Letraset de Latinoamerica S.A. a service company based in the Republic of Panama.

Export orders for Solartron

The Systems Division of The Solartron Electronic Group received three export orders for aviation equipment worth almost £80,000 in the first week of November.

Fifth IAL ATC trainer for Italy

International Aeradio Limited is supplying a further IAL air traffic control simulator to the Italian Air Ministry. This is the fifth simulator of this type to be supplied to the Italian authorities by International Aeradio for the training of Italian air traffic control officers, and will be used in the ATC school at Ciampino Airport, Rome.

£35,000 Czech order

An order for high pressure equipment, worth some £35,000, for use in chemical plant in Czechoslovakia has been won by Ferrostatics Ltd., the precision engineers of Glossop, Manchester. The order has been placed by the Czechoslovakian organization, Technoexport of Prague. Delivery will begin in April 1968.

Breathmeters for export

An American Christmas order for 150,000 breathmeters, worth £40,000, has been gained by Cotswold Chemical Co. Ltd., the makers of the Alcolor Breathmeter. The order, gained by Cotswold Chemical Co.'s United States agents, is being delivered in time for the Christmas trade.

Record export sales

Bader Machinery Co. Ltd., announce, that the company's record orders for automatic special-purpose machinery amounting to just under £1,600,000 will keep all their factories busy for the next 18 months. Out of this total, £1,300,000 will come from overseas, representing a 50 per cent increase in the value of export orders over last year.

Medical computer system for Sweden

Stockholm County has ordered a UNIVAC 494 real time computer system for use at its 1,500 bed Danderyd Hospital. Danderyd is located about 10 kilometers north of Stockholm and is one of the world's most modern hospitals. In co-operation with UNIVAC the country is developing a totally integrated medical system which includes every aspect of medical management, control and treatment as well as most of the county's administration and financial control. When completed the system will be the largest and most sophisticated medical computer system in the world.

Order from Russia

Russian state buyers have placed a second order for £155,000 worth of specialized chemicals with Price's (Bromborough) Limited, the Unilever chemical manufacturing company on Merseyside.

Electric motors for California

British-built, Newman explosion proof motor is driving an oil reclaiming pump on 'Bravo' – one of four man-made islands off Long Beach, California, built by a United States oil consortium to develop America's largest untapped oil reserves. Throughout the project, electric motors built at the Yate, Bristol works of Newman Industries Ltd., and supplied through the firm's United States subsidiary, were specified for certain critical applications.

Overhead lines for Accra

British Insulated Callender's Construction Company Limited, the electrical and civil engineering contractors, has received an order valued at over £105,000 from the Electricity Corporation of Ghana covering the dismantling, reconstruction and expansion of the electrical distribution system in the City of Accra, together with the supply of materials.

Orders for Spain

CJB Processes Limited has signed a licensing agreement with the Spanish firm Materiales Y Tubos Bonna, SA, for the exploitation in Spain and in associated territories, of the CJB developed Electrolytic Sewage Treatment Process. MTB is one of the leading concrete pipe manufacturers in Spain and carried out complete pipeline installations for major water supply projects.

Export orders for Heenan and Froude

Export orders worth nearly £150,000 have recently been received by Heenan and Froude Limited of Worcester. They include an order worth £30,000 for a tyre test plant from Dunlop Co. Ltd. for use at their Petaling Jaya factory in Malaysia and a further order from The Newall Engineering Co. Ltd. of Peterborough for 79 Ajusto-Spede drives to be incorporated in precision grinding machines which have been ordered by an East European customer.

Stabilizers for Argentine

The Hydraulic Power Division of the Vosper Thornycroft Group, a subsidiary of the David Brown Corporation Ltd., has received an order from the Argentine Government for four sets of Vosper activated fin stabilizer equipment. These stabilizers are for the four coastal minesweepers recently purchased by Argentina from the Ministry of Defence (Navy) and now undergoing refit at the Group's Portchester and Northam yards. The value of the stabilizer order is about £48,000.

New Zealand Post Office place £164,000 contract

A major contract for the manufacture and installation of a new public automatic telephone exchange for Browns Bay, New Zealand, has been placed with Ericsson Telephones Limited, part of the Plessey Telecommunications Group. The contract, worth £164,000 is part of the New Zealand Post Office plan for the expansion and modernization of the country's telephone system. The new exchange will replace manual switchboards which are currently in use.

Export orders for farm machinery

Yet another order for farm machinery has been received by Ransomes from West Pakistan. This order is for C.79 'zed' bar cultivators worth more than £41,000 and brings orders received from West Pakistan during the last three months to more than 1,000 implements worth more than £100,000.

High export potential for luxury yacht

Wide export interest is currently being shown in the £35,000 'President', the latest Fleur de Lys luxury motor yacht available from yacht builders and marine engineers, Daglass Limited of Wisbech, Cambridgeshire. Orders for this twin screw 63 ft. yacht have already been received from Greece and Turkey and negotiations are progressing for sales in Belgium, Norway, Sweden and the West Indies.

(*Continued on next page*)

EXPORT ORDERS, *continued*

Scammell Constructor for North Borneo

Recently ordered by the Public Works Department in Jesselton, Sabah (North Borneo) is a de-luxe version of the Scammell Constructor 6 x 6 15ft. 9 in. wheelbase motive unit. The order is worth £10,000.

Bungalow for Switzerland

Guildway Limited of Guildford are delivering one of their timber framed manufactured bungalows to the Holiday Centre of Lugano, Switzerland, where it will be erected and used as a show house. Guildway are exporting on average five bungalows per month to the continent. The greater majority have been sent to France, but Germany, Austria and the Bahamas are also included.

Selmar dimmers for Sweden

Stellar Components (Sales) Ltd., makers of Selmar vehicle safety accessories, announce an order from the Volvo distributors in Gottenburg for 1,000 Selmar dimmers.

More Super VC10s for East African Airways

British Aircraft Corporation announces that East African Airways is increasing its fleet of Super VC10 intercontinental jet airliners from three to four with an option on a fifth.

Increased export sales

Dramatic increases in exports are reported from Flow Laboratories Ltd., Irvine, Ayrshire, who produce tissue cultures, media, sera and equipment for laboratories throughout the world.

Commenting on the export increase which Flow is achieving Dr. Chapple, managing director, said, 'We have already passed the target we had set ourselves to achieve by April 1968. Now, with devaluation we have a very distinct advantage in those countries which offer our greatest potential such as the Common Market countries, the Eastern European countries, Sweden and Norway.

Turkish rail order

The Deptford, London, firm. J. Stone & Co. Ltd., has beaten world competition to win an order from Turkey for 145 sets of generating equipment for train lighting. The order comes from the Turkish State Railways who will install the equipment in coaches being built in their workshop in Adatazari.

The company has been a major supplier of train lighting and air-conditioning equipment to world railways for more than 60 years. In the past three years is has exported £10 million worth of rail equipment.

£1¼ million orders from West Africa

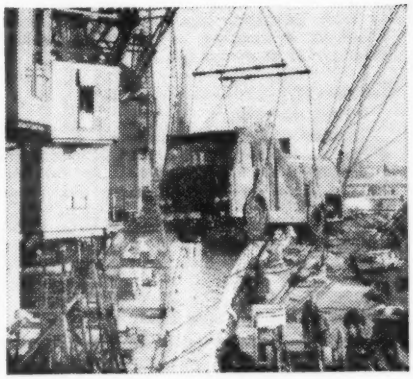
Within one month from West Africa alone Leyland Motors and Albion Motors Ltd., have received orders for trucks and buses which have a total on-the-road value of £1,250,000. The orders, for over 200 Leyland and Albion vehicles. have come from Nigeria, Ghana and Liberia. They cover single-deck buses and heavy-duty trucks and tractors which will be shipped out early in 1968.

Cold strip rolling mill plant for Argentine

Propulsora Siderúrgica of Argentina is establishing the first stage of a new fully integrated iron and steelworks at Ensenada, in the Province of Buenos Aires, and is installing a cold strip mill plant for production of 60 in. wide strip. The value of the rolling mill equipment which Davy-United will supply from the United Kingdom, excluding erection on site, is £2.7 million. Delivery is due to be completed early in 1969.

Biggest-ever export order for Efco

An agreement worth £2,400,000 has been signed with V/O Avtopromimport, the Russian Trade Organization, by Electro-Chemical Engineering Co. Ltd., a company in the Efco



A Dennis F.35 high performance fire engine being loaded aboard the liner 'Edinburgh Castle' at Southampton en route for Pietermaritzburg in South Africa. Dennis Bros. Ltd's export business is extensive and they are increasing their efforts to take a bigger slice of overseas markets. Their deputy chairman, Mr. R. T. Barnfield, has just made a tour of the South African fire brigades to support the work which Dennis Bros.' agents, Ash Brothers, are doing.

Ltd. group of Woking, Surrey. It is for the supply of Efco-Udylite automatic electroplating machinery, ancillary equipment and chemical processes to the Togliatti factory now under construction in Russia for the manufacture of Fiat 124 saloon cars. This is believed to be the largest single order for plating machinery ever placed anywhere in the world.

£44 million mining contract

Costain Mining Ltd., a member of the British Costain Group, is to be awarded a £44 million contract by the Electricity Commission of New South Wales for the operation of an opencast coal site in Australia. The contract will be for the supply of 50 million tons of coal from the site at Ravensworth, 160 miles north of Sydney, for use in the projected Liddell Power Station. Work on site will start in mid-1970 in order to make the first coal delivery early in 1972 and continue over 16 years.

Telephone systems

Orders worth over £125,000 for switching extension telephone systems have recently been placed with G.E.C. (Telecommunications) Ltd., of England, by telephone administrators in East Africa and the Far East. Over 10,000 instruments will be supplied during the next 12 months.

More export orders for Solartron

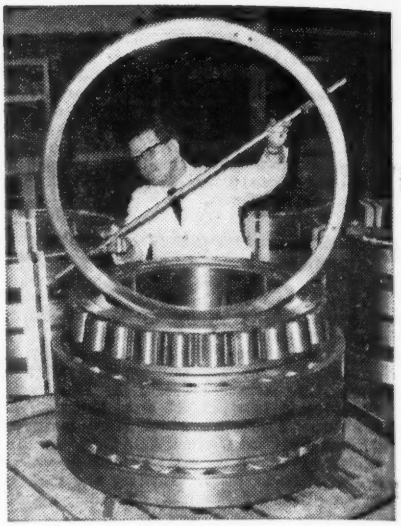
The Systems Division of the Solartron Electronic Group received three export orders for aviation equipment worth almost £80,000 in the first week of November.

Instruments for East Africa

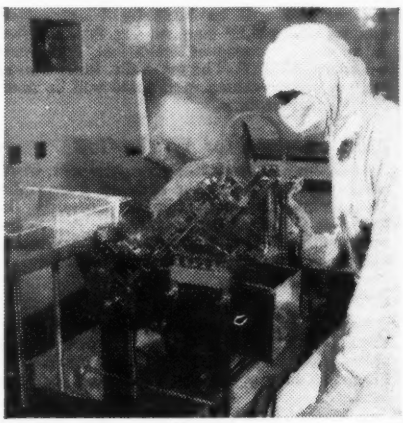
Marconi Instruments Ltd. will supply the East African Posts and Telecommunications Administration with approximately £16,000 worth of electronic measuring instruments. The order was negotiated by the Company's agents in Kenya, S. A. Pegrume and Co. Ltd.

Automated controls for four supertankers

Four 206,000 dwt. supertankers. three being built by Odense Steel Shipyard, Denmark, and one by NDSM, Holland, are to have Marecon automated engine and boiler controls supplied by AEI Control Equipment, Harlow. This £250.000 order brings the sales of marine automation systems this year to nearly £1 million, including 70 per cent for overseas customers.



A four-row tapered roller bearing, one of 80 forming a £150,000 order from Impex Metal, Poland, is given final inspection at the Darlington factory of The Torrington Company Limited. Weighing two tons each, the bearings are being delivered for use in a number of steel rolling mills in Poland.



Filling vials with 'Wellcovax' measles vaccine at the Wellcome Research Laboratories, Beckenham, Kent. These British laboratories recently supplied 100,000 doses of the vaccine to the Medical and Health Services Department in Hong Kong in preparation for a mass campaign to immunize the Colony's children. A measles epidemic in Hong Kong earlier this year caused more than 500 deaths.

Farm machinery for Iran

Orders from Iran for farm machinery worth more than £12,000 have been obtained by Ransomes Sims & Jefferies Ltd. The orders include 3-furrow TS.59 share ploughs, HR.31 disc harrows, C.85 trenchers and C.79 cultivators.

Radio aids for world's largest vessels

The Marconi International Marine Co. Ltd., has received an order to supply an identical range of communications equipment and aids to navigation to each of six 312,000 dwt. tankers on order in Japan for the Bantry Transportation Co., Bermuda. The equipment order, worth more than $150.000, was placed through National Bulk Carriers, New York. The vessels, three of which are on order at Mitsubishi, Nagasaki, and three at Ishikawajima-Harima Heavy Industries, Yokohama, will, when completed, be chartered by the Gulf Oil Corporation.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the JOURNAL *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Import of fertilizers from East Germany

THE GOVERNMENT of the Irish Republic have made an Order, entiled the Restriction of Imports (Fertilizers from East Germany) Order, 1967, under the Restriction of Imports Act, 1962, the effect of which is to prohibit the importation of fertilizers manufactured or produced in or consigned from East Germany, save under and in accordance with a licence issued by the Minister for Agriculture and Fisheries under Section 3 of the Restriction of Imports Act, 1962. The Order applies to all fertilizers of a kind classified in Chapter 31 of the Irish Customs and Excise Tariff.

The Order applies to all goods affected which are imported on or after November 30, 1967. The date of importation is the date on which the importing conveyance comes within the limits of the port or place at which such conveyance shall in due course be reported and such goods discharged.

Fertilizers in respect of which any part whatsoever of the process or processes of production or manufacture was carried out in East Germany shall be regarded as fertilizers which have been produced or manufactured in East Germany. A form of Certificate of Origin, Form Cu 169, has been introduced for use in connection with the prohibition. All importations of fertilizers irrespective of origin must be accompanied by a certificate on Form Cu 169 indicating the country or countries where the process or processes of production or manufacture were carried out and the country from whence the fertilizers have been consigned.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Import quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Acts, 1934 to 1964, for the period January 1, 1968 to June 30, 1968:

Quota No.	Goods	Quota
3	Leather footwear	82,500 pairs
54	Pneumatic tyres for mechanically propelled vehicles other than bicycles and tricycles	32,500 articles of United Kingdom manufacture.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Reimposition of duties

THE GOVERNMENT of the Irish Republic have made an Order, entitled the Imposition of Duties (Miscellaneous Suspensions) (Amendment) Order, 1967, the effect of which is to bring into operation from December 6, 1967, the duties of 45 per cent (Full and Preferential rates), 30 per cent (Special Preferential rate), 24 per cent (United Kingdom rate), and 21 per cent (Northern Ireland rate) at tariff heading 69.10(A) in respect of wash basins, water closet pans, cisterns and pedestals of ceramic materials. The duties in respect of sinks and urinals will remain suspended until further notice.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

EUROPEAN ECONOMIC COMMUNITY

Tariffs and tariff quotas

THE *Journal Officiel des Communautés Européennes* No. 290, dated November 29, 1967, contained the text of the following decisions affecting tariffs and tariff quotas in the European Economic Community.

Decision No. 67/719/CEE grants to Italy a tariff quota of 34,000 tons at a free rate of duty for cod, including stockfish and klipfish simply salted or in brine or dried, coming under tariff heading no. 03.02 AIb. This quota is valid for the period January 1, 1968 to December 31, 1968.

(*Continued on next page*)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

EEC, *continued*

Decision No. 67/722/CEE authorizes Germany to partially suspend the levying of customs duty on tomatoes coming under tariff heading ex 07.01 M1, for the period January 1, 1968 to March 31, 1968.

Decision 67/723/CEE grants to Italy a tariff quota at the rate of 6.5 per cent on imports from third countries of certain varieties of sugar beet seeds coming under heading ex 12.03 A and in quantities of not more than 700 tons. This decision is valid for the period November 1, 1967 to October 31, 1968.

Decision No. 67/724/CEE extends the tariff quota granted to Germany for the period August 1, 1967 to December 31, 1967, for imports from third countries of haddock and Norway haddock, fresh, chilled or frozen, to include codfish and black pollacks, fresh, chilled or frozen, and increases the amount from 5,000 tons to 11,000 tons.

The French texts of the above decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Trade in processed agricultural products

THE *Board of Trade Journal*, dated December 1, 1967 (page 1429), contained an announcement about trade in processed agricultural products.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes*:

Regulation No. 903/67/CEE which amends the variable elements of certain chocolate and food preparation containing cocoa as from December 1, 1967. The products covered are those which were the subject of the modifications to Annexes I and II of Regulation No. 83/67/CEE, as covered by Regulation 752/67/CEE, details of which were published in the *Board of Trade Journal* dated November 10, 1967 (*Journal Officiel* No. 290 dated November 29, 1967).

Regulation No. 916/67/CEE announces the date on which Regulation No. 408/67/CEE (*Board of Trade Journal* dated August 18, 1967, page 424), which adds manitol and sorbitol to the list of goods covered by Regulation No. 160/66/CEE, comes into force (*Journal Officiel* No. 291 dated November 30, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of these Regulations will be published by HMSO.

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated November 17, 1967 (page 1284) contained an announcement about Regulation No. 789/67/CEE which sets out the system of trade applicable to processed products with a fruit or vegetable base and with sugar added, for the period November 1, 1967 to June 30, 1968.

The *Journal Officiel des Communautés Européennes* No. 289 dated November 29, 1967 now contains a corrective to this Regulation.

The text of the following Regulations, which also affects trade in this sector, was published in the *Journal Officiel* No. 291 dated November 30, 1967.

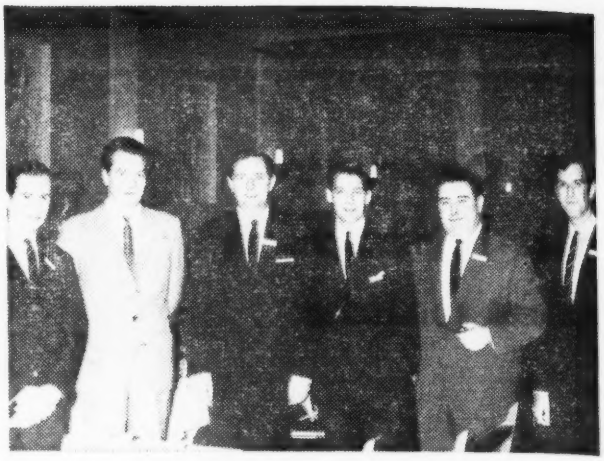
Regulation No. 927/67/CEE fixes for each Member State the price difference for white sugar applicable for the calculation of levies and refunds for processed products with a fruit or vegetable base and with sugar added.

The text of the above corrective and Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulation will be published by HMSO.

Imports of chicory roots

THE *Journal Officiel des Communautés Européennes* No. 290 dated November 29, 1967 contains the text of the following Decisions:

Decision No. 67/718/CEE authorizes Belgium to suspend the collection of levies on certain quantities of dried chicory roots imported from other Member States for the brewery and animal feedstuffs industries.



Some of the 100 delegates from the United Kingdom and other European countries who attended the Tetley Tea Company's second European sales congress in Palma, Majorca, at the beginning of November. Photograph shows (from left to right): John Nichols (Bovril, Belgium), Lars Olaf Mattson (Tetley, Sweden), Derrick Hornby (Tetley, United Kingdom), Douglas Price (export manager, Tetley United Kingdom), Fernando Vidal (Saccone and Speed, Madrid) and Joel Taffoirin-Pagès (Tetley, France) in the new Congress Palace where the Conference was held. Tetley export 20 per cent of their total production capacity to all parts of the world. Their main overseas markets are in Scandinavia, France, Malta, Spain and the Bahamas and the company is currently opening up export campaigns in Portugal and South Africa.

Decision No. 67/719/CEE authorizes Germany to suspend the collection of levies on certain quantities of dried chicory roots imported from other Member States for the coffee substitutes industry.

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Common organization of the market for rice

THE *Board of Trade Journal* dated December 8, 1967 (page 1504) contained an announcement about the common organization of the market for rice.

The text of the following Regulation and Decision, which also affects trade in this sector, were published in the *Journal Officiel des Communautés Européennes*

Regulation No. 913/67/CEE modifies the text of Regulation No. 473/67/CEE (*Board of Trade Journal* dated September 22, 1967, page 726) in the German, Italian and Dutch versions, in so far as it concerns import certificates for rice and broken rice (*Journal Officiel* No. 289 dated November 29, 1967).

Decision No. 67/725/CEE relates to the determining of the rate of compensation levy, instituted under Article 10 of the Treaty of Rome, for the use of certain agricultural products in the manufacture of starch and 'quellmehl' (*Journal Officiel* No. 290 dated November 29, 1967).

The text of the above Regulation and Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated December 8, 1967 (page 1504) contained an announcement about the common organization of the market for cereals.

The text of the following Decision, which also affects trade in this sector, was published in the *Journal Officiel des Communautés*

Européennes No. 290 dated November 29, 1967.

Decision No. 67/725/CEE relates to the determining of the rate of compensation levy, instituted under Article 10 of the Treaty of Rome, for the use of certain agricultural products in the manufacture of starch and 'quellmehl'.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Common organization of the market for pigmeat

THE *Board of Trade Journal* dated November 24, 1967 (page 1355) contained an announcement about the common organization of the market for pigmeat.

The text of the following Regulation, which also affects trade in this sector, was published in the *Journal Officiel des Communautés Européennes* No. 291 dated November 30, 1967.

Regulation No. 919/67/CEE modifies Regulation No. 635/67/CEE (*Board of Trade Journal* dated October 13, 1967, page 938) which fixes export refunds in the pigmeat sector for the period beginning October 1, 1967.

The French text of the above translation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for sugar

THE *Board of Trade Journal* dated November 24, 1967 (page 1356) contains an announcement about the common organization of the market for sugar.

The text of the following Regulation, which also affects trade in this sector, was published in the *Journal Officiel des Communautés Européennes* No. 291 dated November 30, 1967.

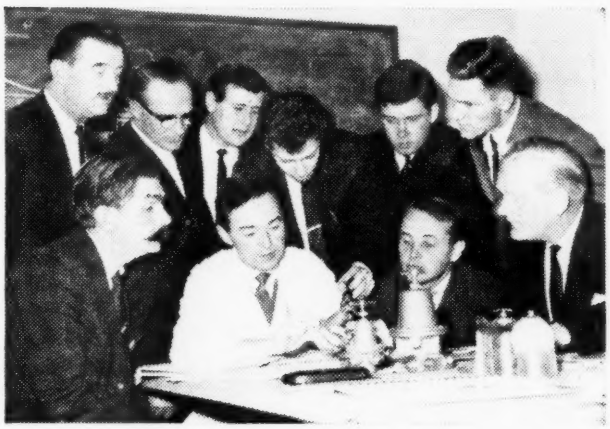
Regulation No. 917/67/CEE concerns the third extension to Regulation No. 281/67/CEE (*Board of Trade Journal* dated September 29, 1967, page 794) which fixes the maximum amounts on the refund on production for sugars used in the chemical industry.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of the Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
117/67	Amending Regulation No. 103/67 fixing the amounts of the variable components applicable during June 1967 to imports into member states of goods to which Regulation No. 160/66 applies	10d. (1s. 1d.)
121/67	On the common organization of the market in pigmeat	1s. 9d. (2s. 0d.)
159/67	Determining the coefficients of equivalence between the qualities of wheat and rye flours offered in the world market and the standard quality for which the threshold price is fixed	10d. (1s. 1d.)
175/67	Laying down, for the eggs sector, general rules for the granting of export refunds and the criteria for fixing the amount thereof	10d. (1s. 1d.)
178/67	Fixing refunds to producers in respect of starches and 'quellmehl'	10d. (1s. 1d.)
186/67	Amending Regulation No. 215/66 to take account of the incidence of Regulation No. 120/67 on the levy system applicable to animal feeding stuffs based on dairy products	10d. (1s. 1d.)
189/67	Relating to transitional measures concerning the import taxes for ovo-albumin and lacto-albumin	10d. (1s. 1d.)
190/67	Amending the common standards of quality for tomatoes	10d. (1s. 1d.)
191/67	Relating to the import and export system for processed products based on cereals	1s. 9d. (2s. 0d.)
194/67	Relating to the system applicable to compound animal feeding stuffs based on cereals	1s. 6d. (1s. 9d.)
208/67	Fixing the refund on exports of poultry meat	8d. (11d.)
213/67	Establishing the list of representative markets for pigmeat within the Community	8d. (11d.)



Nine representatives of stockists, including two from overseas, recently spent a week at A. Schrader's Son's factory at Cannock, Staffordshire, learning about the up-to-date developments taking place there in pneumatic power. Listening to a point being explained by Mr. J. D. Wood of Schrader's are: (left to right, back row) Mr. S. H. Ronayne, Mr. A. E. Rich, Mr. M. J. Kernan, Mr. T. Hunter, Mr. J. C. Petersen and Mr. Hans E. Ekenes (Norway), and (left to right, front row) Mr. W. G. Jeffery, Mr. J. D. Wood, Mr. F. J. A. Schmedding (Holland) and Mr. L. Clarke.

Regulation	Description	Price
214/67	On special provisions applicable to goods covered by Regulation No. 160/66 which form the object of trade between member states and Greece	8d. (11d.)
219/67	Amending Regulation No. 44/67 on certain measures for a common organization of the Market in sugar for the 1967/1968 season	8d. (11d.)
220/67	On transitional measures concerning the system applicable to products derived from fruit and vegetables with added sugar for the period July 1, 1967, to October 31, 1967	10d. (1s. 1d.)
235/67	On the denaturing of sugar for animal feeding stuffs	1s. 0d. (1s. 3d.)
254/67	Fixing the premiums to be added to levies on cereals and malt	8d. (11d.)
255/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
257/67	Fixing the bonuses to be added to levies on cereals and malt	8d. (11d.)
259/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
260/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
261/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
262/67	Determining reference prices for apples	8d. (11d.)
263/67	Determining reference prices for outdoor table grapes	8d. (11d.)
264/67	Amending Regulation No. 63/64 as regards the markets to be considered when determining the import price of beef and veal	8d. (11d.)
265/67	Determining the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
266/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
267/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
268/67	Fixing the refunds for cereals and certain categories of wheat and rye flour, groats and meal	10d. (1s. 1d.)
298/67	Determining the amount of the subsidy in the oil seeds sector	10d. (1s. 1d.)
321/67	Revoking the additional amount on eggs for hatching	6d. (9d.)

ITALY

Changes of taxation on woollen yarns and manufactures

UNDER ITALIAN law 1309 of December 5, 1965 a special additional tax was introduced on woollen yarns and manufactures where the wool content exceeded 10 per cent. (See *Board of Trade Journal* notice, page 145 of January 21, 1966.) The validity of the law has been extended to December 31, 1969.

A memorandum on this subject has been prepared and is available from Tariff Section, Export Service Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, quoting CRE 21757/G (Tel. 01-248 5757, Ext. 467/466).

(Continued on next page)

ITALY, *continued*

Duty reduced quota for seed potatoes

THE ITALIAN Minister of Foreign Trade has announced a quota of 11,000 metric tons for seed potatoes from non-EEC countries for the season 1967/8 at a reduced duty of 6 per cent.

SPAIN

Customs tariff

IN THE *State Gazette* of November 15, the Spanish authorities announced modifications to certain sub-headings of their customs tariff and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
84.01 C 1 c 2	Water tube boilers for pressures exceeding 120 kg. per sq. cm. weighing more than 800 metric tons	27%	15%
84.45	Machine tools for working metal or metallic carbides and oxides, not being machines falling within headings 84.49 or 84.50:		
A	Specially designed for the re-cycling of irradiated fissile material (covering, removal of covering, shaping, etc.)	11%	1%
B	Machine tools which work by electro-erosion or other electric and electronic processes, ultrasonic machine tools	30%	24%
C	Other machine tools:		
1	Lathes:		
a	Horizontal, automatic:		
1	with more than one spindle	30%	14%
2	with only one spindle	45%	24%
b	Horizontal, semi-automatic, with or without revolving turret:		
1	with a bar of more than 90 mm.	30%	14%
2	other	45%	24%
c	Horizontal, parallel, including copying device:		
1	More than 10,000 kgs.	30%	24%
2	Other	45%	24%
d	Vertical, including copying device:		
1	With a plate of more than 2,000 mm. diameter or more than 30,000 kgs. in weight per unit	30%	18%
2	With a plate of less than 2,000 mm. diameter or less than 30,000 kgs. in weight per unit	30%	24%
e	Other lathes:		
1	More than 5,000 kgs.	30%	18%
2	Other	45%	18%
2	Reaming/milling machines and reaming machines:		
a	Horizontal, including universal reamers with fixed or travelling column:		
1	With bar of diameter of more than 180 mm. or weighing more than 50,000 kgs.	30%	14%
2 a	With bar of diameter of 180 mm. or less or weighing up to 50,000 kgs.	40%	24%
b	Other	40%	24%
3	Planing machines:		
a	Table more than 5,000 mm. in length or more than 30,000 kgs. in weight	30%	14%
b	Table 5,000 mm. or less in length or less than 30,000 kgs. in weight	35%	24%
4	Filing machines, slotting machines, sawing machines, cutting machines and broaching machines.	35%	24%
5	Milling machines and drilling and boring machines	35%	24%
6	Machines for grinding and for surface finishing (sharpening machines, lapping machines, burnishing machines, polishing machines, etc.)	35%	24%
7	Centring machines	30%	14%
8	Gear-cutting machines:		
a	for non-cylindrical wheels	30%	14%
b	for cylindrical wheels	30%	24%
9	Presses	30%	20%
10	Machines other than presses for bending, folding, smoothing, shearing, edging or levelling including spinning or carving lathes	30%	20%
11	Machines for shaping, stamping or dishing other than presses	30%	20%
12	Screw-cutting machines, other than lathes and machines for cold-rolling screws and other cylindrical shapes	35%	20%
13	Wire-drawing machines	30%	20%
14	Machines for shaping wire, bars, tubes or profile shapes including tube-bending machines and machines for manufacturing springs	30%	20%
15	Complex machines for manufacturing metal containers	30%	20%
16	Other machine tools, including machines consisting of several independent heads over a single bench	30%	20%
85.01 A 4 Ex	Generators powered by steam turbines weighing more than 75,000 but not more than 150,000 kg.	25%	16%
5 a Ex	Generators powered by steam turbines weighing more than 150,000 kg., 75,000 kVA or less	25%	16%
b Ex	Generators powered by steam turbines weighing more than 150,000 kg., more than 75,000 kVA	25%	16%

Imports under the following sub-headings will pay a duty of 5 per cent only from November 18, 1967.

Tariff heading	Description
	For one year only:
84.01 C 1 c 2	Water tube boilers for pressures exceeding 120 kg. per sq. cm. weighing more than 800 metric tons.
84.17 J 2	Continuous machines to dissolve and precook sugar with glucose, with automatic adding of these and other ingredients.
84.17 J 2	Continuous cookers for caramel, with intermediate mixing chamber, and final empty chamber.
84.30	Machines for dissolving caramel remnants, with filtrate, decolourization and syrup neutralizing.
85.01 A 5 b Ex	Generators powered by steam turbines weighing more than 150,000 kg. more than 500,000 kVA.
	For two years only:
84.45 C 1 b	Lathes, semi-automatic, with revolving turret, weighing more than 2,500 kg.
2 a 1	Reaming machines, horizontal, including universal reamers, with cutter-bars more than 180 mm. in diameter and weighing more than 50,000 kg.
2 a 1	Reaming machines with travelling column, with cutter-bars more than 180 mm. in diameter and weighing more than 50,000 kg.
3 a	Bridge planing machines weighing more than 30,000 kg.
4	Broaching machines, vertical, with broach of more than 2 metres.
5	Automatic milling machines for use solely in making spline shafts.
7	Centring machines as defined in additional note 39 of the Directorate General of Customs.
9	Screw and friction presses weighing more than 30,000 kg.
9	Automatic presses for the manufacture of finished pieces or pieces suitable for machining, such as screws, nuts, washers, balls, chain links, valves and the like, using wire or bar, weighing more than 25,000 kg.
16	Machines consisting of several independent heads over a single bench, with rectilinear movement of the work-piece and weighing more than 10,000 kg.

Imports under the following sub-headings will continue to pay a duty of 1 per cent only following the modifications to tariff heading 84.45 detailed above:

Tariff heading	Description
84.45 C 1 d	Vertical lathes weighing up to 15,000 kg. and with diameter of face-plate of more than 1,730 mm. and those weighing more than 15,000 kg. whatever the diameter of the face-plate.
4	Cutting machines weighing more than 2,500 kg.
6	Grinding machines with two heads for simultaneous grinding of two parallel surfaces, weighing more than 4,000 kg.
6	Plain and surface grinders weighing more than 7,500 kg. and centreless grinders weighing more than 4,000 kg.
6	Crankshaft grinders weighing more than 7,500 kg., spline shaft grinders weighing more than 5,000 kg., spring grinding machines weighing more than 3,500 kg. and other polishing, lapping and honing machines without restriction as to weight.
9	High-speed presses for manufacturing articles from strips, bands or discs and capable of performing at least one of the following operations: cutting, bending, dishing or extrusion at a rate of more than 250 blows per minute, weighing more than 6,500 kg.
14	Machines for manufacturing springs, spirals, rings, etc., by winding wire rods or tubes, weighing more than 4,000 kg.
15	Automatic machines for the manufacture of containers with soldered lids, with a capacity exceeding 100 units per minute (edge-folding and flanging machines).
15	Automatic machines for the manufacture of sides of metal containers with a capacity exceeding 100 units per minute.

'SHOP WINDOW FOR EXPORTS' - A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

KENYA

Establishment of Film Corporation

LAST JULY the Government of Kenya announced that a film company, known as the Kenya Film Corporation, had been formed as a wholly owned subsidiary of the Industrial and Commercial Development Corporation Limited.

It has been confirmed by the Kenya Ministry of Commerce and Industry that the new company will be responsible for the importation and distribution of all 35 mm. cinematograph films for cinemas throughout Kenya. Funds have been allocated in order to enable the corporation to purchase foreign films. The Film Corporation will be establishing a film processing laboratory and will in time aim to make films, probably with the assistance of foreign companies.

The Ministry of Commerce and Industry have also stated that they will not be issuing import licences in respect of feature and non-feature 35 mm. films in 1968, except to the Kenya Film Corporation. It also appears unlikely that exhibition licences will be issued to cinema owners, exhibitors, etc., unless the films to be shown are obtained through the Film Corporation.

The Kenyan authorities envisage that overseas film suppliers will henceforce have to deal with the new corporation in negotiations regarding the import and purchase of films – and that agreements will have to be made for the exclusive rights of distribution of films by the corporation, possibly throughout East Africa, that is, including Uganda and Tanzania (The general manager of Kenya Film Corporation is Mr. Nyoike Njoroge, at PO Box 30674, Nairobi).

ZAMBIA

Customs tariff application

THE FIRST SECRETARY (Commercial) at Lusaka has reported that the Ministry of Commerce, Industry and Foreign Trade have received an application for increase in customs duty on the following items:

Description of Commodity	Tariff Item	Rate of Duty
Matches, including fuzes, vestas and other patent lights used as such:		
(a) In boxes or packages containing not more than 50 matches	322	At Present Free.
		Requested 9s. per gross boxes.
(b) In boxes or packages containing more than 50 matches	322	At Present Free.
		Requested 18s. per gross boxes.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce, Industry and Foreign Trade, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambia authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference CRE 2450/67. The closing date for receipt of representations by the Ministry of Commerce and Industry, PO Box 1968, Lusaka, is December 22.

GHANA

Financial Administration Decree, 1967 (NLCD 165)

THE FOLLOWING NOTICE was published in the Ghana Official Gazette of November 24, 1967:

'Financial Administration Decree, 1967 (NLCD 1965)

The Finance Board wishes to draw the attention of the general public, particularly of persons or organizations (both indigenous and foreign) who enter into contracts providing for the payment of money by the Government, to section 14 subsection (1) of the Financial Administration Decree, 1967 (NLCD 165) which provides that "no contract providing for the payment of any money by the Government shall be considered valid unless it has been approved by the Board".

The Financial Administration Decree, 1967 came into force as from May 19, 1967.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference CRE 3118/G.

TANZANIA

Import licensing regulations

GENERAL NOTICE No. 2423, published in the United Republic of Tanzania *Official Gazette* dated November 24, 1967, adds, with effect from November 17, the following item to the Open General Licence Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required (published in the *Board of Trade Journal* dated August 4, 1967, pages 296-298):

First schedule

Section 8 - Miscellaneous manufactured articles

Division 86 - Professional, scientific and controlling instruments: photographic and optical goods, watches and clocks.

863 0 0 Cinematographic film, developed.

Note:

Applications to import the above article must be first submitted to National Development Corporation, PO Box 2669, Dar es Salaam, and not direct to the Office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

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UGANDA

Import licensing regulations

STATUTORY INSTRUMENT No. 130 of 1967, published in the Uganda *Official Gazette* of November 30, 1967, sets out the External Trade (Prohibition of the Importation of Goods) Order, 1967, the Schedule of which is set out below. This revokes the External Trade (Prohibition of the Importation of Goods) Order, 1966, published in the *Board of Trade Journal* of August 12, 1966, pages 443-444, with effect from November 29, 1967.

Schedule.

List of goods produced or manufactured in any country the import of which is prohibited without an Import Licence.

Item code.	*Division Number, Group Number and Items.*
	Division 01 – Meat and Meat Preparations
013	*Meat in Airtight Containers, n.e.s., and Meat Preparations, whether or not in airtight containers.*
	Other prepared or preserved meat:
013 8 1	Canned beef.
	Division 02 – Dairy Products and Eggs
023	*Butter.*
023 0 2	Clarified butter (ghee).
	Division 04 – Cereals and Cereal Preparations
041	*Wheat (including Spelt) and Meslin, Unmilled.*
041 0 0	Wheat (including spelt) and meslin, unmilled.
042	*Rice.*
042 0 0	Rice.
044	*Maize (Corn), Unmilled.*
044 0 0	Maize (corn) unmilled.
046	*Meal and Flour of Wheat or of Meslin.*
046 0 0	Meal and flour of Wheat or of meslin.
047	*Meal and Flour of Cereals, except Meal and Flour of Wheat or of Meslin.*
	Meal and flour of cereals, milled except meal and flour of wheat or of meslin.
047 0 1	Meal and flour of maize.
047 0 9	Meal and flour of cereals, n.e.s., excluding breakfast foods.
048	*Cereal Preparations and Preparations of Flour and Starch of Fruits and Vegetables.*
048 3 0	Macaroni, spaghetti, noodles, vermicelli and similar products.
	Bakery products, e.g. bread, biscuits, cakes:
048 4 1	Biscuits.
048 4 9	Other bakery products, i.e. bread and cakes.
	Division 05 – Fruit and Vegetables
053	*Fruit Preserved and Fruit Preparations.*
	Jams, marmalades, fruit jellies, fruit purees and pastes:
053 3 1	Jams, marmalades and fruit jellies.
	Fruit juices and vegetable juices, unfermented, whether or not frozen:
053 5 1	Passion-fruit juice.
053 5 2	Pineapple juice.
053 5 3	Tomato juice.
053 5 9	Other fruit juices.
054	*Vegetables, Fresh, Frozen or Simply Preserved (including dried Leguminous Vegetables); Roots, Tubers and Other Edible Vegetable Products, n.e.s., Fresh or Dried.*
054 1 0	Potatoes, fresh (not including sweet potatoes).
054 2 0	Beans, peas, lentils and other leguminous vegetables dry, including split.
054 4 0	Tomatoes, fresh.
054 5 1	Onions.
	Division 06 – Sugar, Sugar Preparations and Honey
061	*Sugar and Honey.*
	Raw sugar, beet and cane (not including syrups):
061 1 1	Jaggery (Muscovado).
061 1 9	Other.
061 2 0	Refined sugar and other products of refining beet and cane sugar (not including syrups).
061 5 0	Molasses.
061 9 0	Sugars and syrups, n.e.s. (including artificial honey and caramel).
062	*Sugar Confectionery and Other Sugar Preparations (except Chocolate Confectionery).*
062 0 0	Sugar confectionery and other sugar preparations (except chocolate confectionery).
	Division 07 – Coffee, Tea, Cocoa, Spices and Manufactures thereof
071	*Coffee.*
	Coffee, green or roasted, and coffee substitutes containing coffee:
071 1 8	Coffee, roasted, including ground, and coffee substitutes containing coffee.
071 3 0	Coffee extracts, essences, concentrates and similar preparations of coffee.
074	*Tea and Maté.*
074 1 0	Tea.
075	*Spices.*
	Pepper and pimento, whether or not ground:
075 1 1	Chillies.
075 1 2	Other pepper and pimento.
	Spices, except pepper and pimento, whether or not ground:
075 2 1	Cloves.
075 2 2	Vanilla.
075 2 9	Other.
	Division 08 – Feeding Stuff for Animals (not including Unmilled Cereals)
081	*Feeding Stuff for Animals (not including Unmilled Cereals).*
	Bran, pollard, sharps and other by-products from the working of cereal grains and leguminous vegetables:
081 2 1	Maize germ meal.
081 2 9	Other.
	Oil-seed cake and meal and other vegetable oil residues:
081 3 1	Cotton-seed cake.
081 3 2	Coconut cake.
081 3 3	Groundnut cake.
081 3 4	Sesame-seed cake.
081 3 9	Other.
	Division 09 – Miscellaneous Food Preparations
091	*Margarine and Shortening.*
	Margarine, imitation lard and other prepared edible fats, n.e.s.:
091 4 1	Ghee substitutes (vegetable ghee).
091 4 9	Other.
099	*Food Preparations, n.e.s.*
099 0 1	Roasted coffee substitutes, etc.
099 0 2	Extracts, essences or concentrates of tea or maté, etc.
	Division 33 – Petroleum and Petroleum Products
332	*Petroleum Products.*
	Lamp Oil and white spirit (kerosene, illuminating oil, jet fuel):
332 2 2	Illuminating kerosene.
332 2 3	Power kerosene.
	Division 42 – Fixed Vegetable Oils and Fats
421	*Fixed Vegetable Oils, Soft.*
421 2 0	Soyabean oil.
421 3 0	Cotton-seed oil.
421 4 0	Groundnut (peanut) oil.
421 6 0	Sunflower-seed oil.
421 8 0	Sesame-seed oil.
422	*Other Fixed Vegetable Oils.*
422 2 0	Palm oil.
422 3 0	Coconut (copra) oil.
422 4 0	Palm-kernel oil.
422 5 0	Castor oil.
	Division 51 – Chemical Elements and Compounds
513	*Inorganic Chemicals: Elements, Oxides and Halogen Salts.*
	Chemical elements, n.e.s.:
513 2 2	Sulphur, sublimed or precipitated; colloidal sulphur.
513 3 3	Sulphuric acid; oleum.
514	*Other Inorganic Chemicals.*
514 0 4	Sodium silicate.
	Division 53 – Dyeing, Tanning and Colouring Materials
533	*Pigments, Paints, Varnishes and Related Materials.*
	Prepared paints, enamels, lacquers, varnishes, including.
	Division 11 – Beverages
111	*Non-alcoholic Beverages, n.e.s.*
111 0 1	Waters, mineral, aerated and table.
111 0 2	Lemonade and flavoured waters, non-alcoholic.
112	*Alcoholic Beverages.*
112 3 0	Beer (including ale, stout, porter).
	Division 12 – Tobacco and Tobacco Manufactures
122	*Tobacco Manufactures.*
122 1 0	Cigars and cheroots (including cigarillos).
122 2 0	Cigarettes.
	Tobacco, manufactured (including smoking and chewing tobacco, snuff):

Item code.		Division Number, Group Number and Items.
122 3 1		Snuff.
122 3 9		Tobacco manufactured, n.e.s.
		Division 22 – Oil-seeds. Oil-nuts and Oil-kernels
	221	*Oil-seeds, Oil-nuts and Oil-kernels.*
221 1 0		Groundnuts (peanuts), green, whether or not shelled.
221 6 0		Cotton-seed.
221 7 0		Castor-seed.
		Oil-seeds, oil-nuts and oil-kernels, n.e.s.:
221 8 1		Sesame-seed.
221 8 2		Sunflower-seed.
221 9 0		Flour and meal of oil-seeds, oil-nuts and oil-kernels, non-defatted (excluding mustard flour).
		Division 27 – Crude Fertilizers and Crude Minerals (Excluding Coal, Petroleum and Precious Stones)
	271	*Fertilizers, Crude.*
271 0 0		Fertilizers, crude.
	274	*Sulphur and Unroasted Iron Pyrites.*
274 0 0		Sulphur and Unroasted iron pyrites.
		Salt:
276 3 1		Table.
276 3 9		Other.
		Distempers and Paints as defined in item 104 (b) of the Schedule to the Customs Tariff Act.
533 3 1		Distempers.
533 3 9		Paints, enamels, lacquers, varnishes.
		Division 55 – Essential Oils and Perfume Materials: Toilet, Polishing and Cleansing Preparations
	553	*Perfumery and Cosmetics, Denitifrices and other Toilet Preparations (except Soaps).*
553 0 1		Dentifrices.
	554	*Soaps, Cleansing and Polishing Preparations.*
		Soaps:
554 1 1		Soap—toilet (including medicinal soap).
554 1 9		Other.
554 3 0		Polishes, pastes, powder and similar preparations for polishing and preserving leather, wood, metal, glass and other materials.
		Division 56 – Fertilizers, Manufactured
	561	*Fertilizers, Manufactured.*
		Nitrogenous fertilizers and nitrogenous fertilizer materials (other than natural), n.e.s.:
561 1 1		Sulphate of ammonia.
561 1 9		Other.
		Phosphatic fertilizers and phosphatic fertlizer materials (other than natural) (including superphosphates and basic dephosphorization slag):
561 2 1		Basic slag (Thomas slag).
561 2 2		Superphosphates.
561 2 9		Other phosphatic fertilizers and fertilizer materials.
		Division 57 – Explosives and Pyrotechnic Products
	571	*Explosives and Pyrotechnic Products.*
571 1 0		Propellent powders and other prepared explosives.
571 2 0		Fuses, primers and detonators.
571 3 0		Pyrotechnical articles (fireworks).
571 4 0		Hunting and sporting ammunition.
		Division 59 – Chemical Materials and Products, n.e.s
	599	*Chemical Materials and Products, n.e.s.*
599 2 0		Insecticides, fungicides, disinfectants (including sheep and cattle dressing) and similar preparations.
		Starches, inulin, gluten; albuminoidal substances; glues:
599 5 9		Starches and starch base materials.
		Division 61 – Leather, Leather Manufactures, n.e.s and Dressed Fur Skins ....
	612	*Manufactures of Leather or of Artificial or Reconstituted Leather, n.e.s.*
		Uppers, legs, and other prepared parts of footwear of all materials except of metal or of asbestos:
612 3 1		Leather uppers, complete or semi-manufactured for making into footwear.
		Division 62 – Rubber Manufactures n.e.s.
	629	*Articles of Rubber, n.e.s.*
		Rubber tyres and tubes for vehicles and aircraft:
629 1 1		Bicycle tyres.
629 1 5		Bicycle tubes.
		Division 63 – Wood and Cork and Manufactures (Excluding Furniture)
	631	*Veneers, Plywood Boards, 'Improved' or Reconstituted Wood and other Wood, Worked, n.e.s.*
631 1 0		Veneer sheets.
631 2 0		Plywood (including veneered panels) (block boards).
	632	*Wood Manufacturers, n.e.s.*
632 1 0		Boxes, cases, crates, complete, whether or not assembled (including tea-chests).
		Division 64 – Paper, Paperboard and Manufactures thereof
	641	*Paper and Paperboard.*
641 3 0		Kraft paper and kraft paperboard.
		Fibreboards and other building boards of wood pulp or of vegetable fibres:
641 6 1		Chipboard (Particle board).
	642	*Articles made of Paper Pulp, of Paper or of Paperboard.*
642 1 0		Paper bags, paperboard boxes and other containers of paper or paperboard including suitcases.
642 3 0		Exercise books.
		Division 65 – Textile Yarn, Fabrics, Made-up Articles and Related Products
	652	*Cotton Fabrics, Woven (not including Narrow or Special Fabrics).*
652 1 0		Cotton fabrics, woven, grey (unbleached), not mercerized.
652 2 1		Bleached.
652 2 2		Coloured (woven of coloured yarn or of yarn of different colours).
652 2 3		Dyed in the piece—Khaki drill and twill.
652 2 4		Dyed in the piece—drills and twills other than khaki.
652 2 5		Dyed in the piece—other.
652 2 6		Printed Khangas.
652 2 7		Printed, other.
652 2 9		Other (including cotton velvets, plushes, corduroy and furnishing fabrics).
	653	*Textile Fabrics, Woven (not including Narrow or Special Fabrics), other than Cotton Fabrics.*
		Jute fabrics, woven:
653 4 1		Hessian and sacking in the piece.
653 4 9		Other.
		Fabrics, woven, of synthetic fibres, of regenerated (artificial) fibres and glass fibre:
653 5 1		Grey (unbleached).
653 5 2		Bleached.
653 5 3		Coloured (woven of coloured yarn or of yarn of different colours).
653 5 4		Dyed in the piece.
653 5 5		Printed.
653 5 9		Other (including velvets, plushes, furnishing fabrics, etc.).
	655	*Special Textile Fabrics and Related Products.*
		Cordage, cables, ropes, twines and manufactures thereof (fishing nets, ropemakers' wares):
655 6 1		Cordage, rope, twine of coir.
655 6 2		Cordage, rope, twine of jute.
655 6 3		Cordage, rope, twine of sisal.
655 6 4		Cordage, rope, twine of other fibres.
655 6 5		Fishing nets and netting including fishing lines.
	656	*Made-up Articles, Wholly or Chiefly of Textile Materials, n.e.s.*
		Bags and sacks of textile materials:
656 1 1		Jute bags and sacks.
656 1 2		Sisal bags and sacks.
656 1 9		Other including bags and sacks made of mixed fibres.
		Blankets and travelling rugs:
656 6 1		Woollen.
656 6 2		Cotton.
656 6 9		Other, n.e.s.
		Made-up articles of textile materials, n.e.s.:
656 9 1		Bed sheets, bed spreads, table cloths, towels and similar articles.
		Division 66 – Non-Metallic Mineral Manufactures, n.e.s.
	661	*Lime, Cement and Fabricated Building Materials, except Glass and Clay Materials.*
		Cement:
661 2 1		Cement, portland.
661 2 2		Cement, building, other.
		Building materials of asbestos-cement and fibre-cement and of unfired non-metallic minerals, n.e.s:
661 8 1		Asbestos cement pipes.

(*Continued on next page*)

Item code.	Division Number, Group Number and Items.
661 8 2	Asbestos and asbestos cement sheets, ridgings, gutterings and tiles.
	667 *Pearls and Precious and Semi-precious Stones, Unworked or Worked.*
667 2 0	Diamonds (other than industrial diamonds), not set or strung.
667 9 0	Other.
	Division 67 – Iron and Steel
	673 *Iron and Steel Bars, Rods, Angles, Shapes and Sections (including Sheet Piling).*
673 1 0	Wire rod of iron or steel.
673 2 0	Bars and rods (excluding wire rod) of iron or steel.
	674 *Universals, Plates and Sheets of Iron or Steel.*
	Universals, plates and sheets, uncoated:
674 4 1	Sheets of iron or steel in coil, uncoated.
674 4 9	Sheets of iron or steel, other, uncoated.
674 9 1/2	Plates and sheets of iron or steel, coated, excluding tinned plates and sheets, corrugated.
674 9 3/4	Plates and sheets of iron or steel, coated, excluding tinned plates and sheets, flat galvanised including sheet in coil.
	675 *Hoop and Strip of Iron or Steel.*
675 0 1	Bailing hoop and strip.
	677 *Iron and Steel Wire (excluding Wire Rod).*
677 0 1	Nail wire of a thickness of BWG 4 to BWG 17.
	678 *Tubes, Pipes and Fittings of Iron or Steel.*
678 3 0	Tubes and pipes of iron (other than of cast iron) or steel, welded.
678 5 0	Tube and pipe fittings of iron or steel.
	679 *Iron and Steel Castings and Forgings, Unworked, n.e.s.*
679 0 9	Cast iron sanitary fittings, manhole covers and frames.
	Division 68 – Non-Ferrous Metals
	681 *Silver, Platinum and Other Metals of the Platinum Group.*
681 1 0	Silver, unworked or partly worked including ingots.
681 2 0	Platinum and other metals of the platinum group, unworked or partly worked including ingots.
	684 *Aluminium.*
	Aluminium and aluminium alloys, worked:
684 2 2	Circles.
684 2 4	Corrugated sheets.
	Division 69 – Manufactures of Metal, n.e.s.
	691 *Finished Structural Parts and Structures, n.e.s.*
	Finished structural parts and structures of iron or steel:
691 1 1	Steel doors and windows.
	692 *Metal Containers for Storage and Transport.*
692 2 0	Casks, drums, boxes, cans and similar commercial containers used for transport of goods.
	693 *Wire Products (excluding Electric) and Fencing Grills.*
	Wire of iron and steel, of types used for fencing:
693 2 1	Barbed wire.
693 2 9	Fencing wire, other.
	694 *Nails, Screws, Nuts, Bolts, Rivets and similar articles of Iron, Steel or of Copper.*
694 1 0	Nails, wire, round, of a length from 0.5 in. to 7.0 in. only.
694 2 0	Screws, wood only.
	695 *Tools for use in the Hand or in Machines.*
	Hand tools of a kind mainly used in agriculture or forestry:
695 1 1	Hoes (Jembes).
695 1 9	Axes.
	Other tools for use in the hand or in machines:
695 2 1	Shovels.
695 2 9	Pickaxes.
	697 *Household Equipment of base Metals.*
	Domestic utensils of base metals:
697 2 4	Enamelled hollowware.
697 2 5	Aluminium ware, domestic (excluding electrical).
	698 *Manufactures of Metal, n.e.s.*
	Miscellaneous articles of base metal:
698 8 1	Crown corks.
	Articles of base metals, n.e.s.:
698 9 0	Earthpans (karais).
	Division 71 – Machinery, other than Electric
	719 *Machinery and Appliances (other than Electrical) and Machine Parts, n.e.s.*
	Domestic appliances, non-electrical:
719 4 2	Domestic refrigerators, non-electrical.
	Other non-electrical machines:
719 6 1	Weighing machinery and weights therefor.
	Division 72 – Electrical Machinery, Apparatus and Appliances
	723 *Equipment for Distributing Electricity.*
723 1 0	Insulated wire and cable.
	724 *Telecommunications Apparatus.*
	Television broadcast receivers, whether or not combined with gramophone or radio:
724 1 1	Television sets, domestic, complete.
724 1 9	Other including spares.
	Radio broadcast receivers, whether or not combined with gramophone:
724 2 1	Wireless receiving sets, domestic, including car radios and radiograms.
724 2 9	Other including spares.
	725 *Domestic Electrical Equipment.*
	Domestic electrical equipment:
725 0 1	Domestic refrigerators electrical.
	729 *Other Electrical Machinery and Apparatus.*
	Batteries and accumulators:
729 1 1	Motor vehicle batteries.
729 1 2	Cells, dry, for torches, transistor radios, etc.
	Division 73 – Transport Equipment
	732 *Road Motor Vehicles.*
732 1 0	Passenger motor cars, including station wagons (other than buses or special vehicles), whether or not assembled.
732 6 0	Passenger motor cars: Chassis with engines mounted.
	Motorcycles, motorized cycles and their parts:
732 9 1	Motorcycles, auto-cycles.
	Division 82 – Furniture
	821 *Furniture.*
821 0 1	Wood furniture.
821 0 2	Metal furniture.
821 0 3	Mattresses.
	Division 84 – Clothing
	841 *Clothing (except Fur Clothing).*
	Clothing of textile fabric:
841 1 1	Shirts.
841 2 0	Handkerchiefs, shawls, scarves, mufflers, brassieres.
	Clothing and accessories, knitted or crocheted:
841 4 2	Men's socks made of any fibre except wool.
841 7 0	Second-hand clothing of all description for resale.
	Division 85 – Footwear
	851 *Footwear.*
851 0 1	Footwear with soles and uppers of rubber or plastic material.
851 0 2	Leather footwear with soles of any description.
851 0 3	Textile footwear with soles of any description.
851 0 4	Slippers and house footwear of all materials.
	Division 89 – Miscellaneous Manufactured Articles
	892 *Printed Matter.*
892 9 1	Paper, paperboard or plastic labels.
	893 *Articles of Artificial Plastic Materials, n.e.s.*
893 0 2	Containers, plastic and cellophane including suitcases.
893 0 9	Plastic sheeting, tubing and piping.
	894 *Perambulators, Toys, Games and Sporting Goods.*
	Non-military arms:
894 3 1	Firearms (excluding military weapons, revolvers and pistols).
894 3 2	Other non-military arms.
894 3 3	Parts of firearms and non-military arms.
	897 *Jewellery and Goldsmiths' and Silversmiths' Wares.*
897 1 0	Jewellery of gold, silver and platinum group metals including set gems.
	899 *Manufactured Articles, n.e.s.*
	Basketwork and other articles of plaiting materials, n.e.s. brooms, brushes, feather dusters and sieves:
899 2 3	Hand scrubbing brushes and footwear cleaning brushes of natural fibre mounted in or backed by wood.
899 2 4	Brooms and brushes, other excluding paint brushes.
	Candles, matches, combustible products, smokers' requisites:
899 3 2	Matches in packings of 50 matches or less per container.

Item code.	*Division Number, Group Number and Items:*
899 3 3	Matches in packings of more than 50 matches per container.
	Division 90 – Commodities not classified according to kind
951	*Firearms of war and ammunition therefor.*
951 0 0	Firearms of war and ammunition therefor.
991	*Gold.*
991 0 1	Bullion in the ingot, bar or sheet.
991 0 2	Gold coin.

NOTE: 1. In this Schedule 'n.e.s.' means not elsewhere specified.
2. The classification of commodities in this Schedule is based on the Standard International Trade Classification (Revised).
3. Only the items being on item code are subject to import licensing.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

RHODESIA

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 9), published as Rhodesia Notice No. 778 on October 20, amends the Customs and Excise (Suspension) Regulations, 1967, to the following extent:

		Effective Rate
FIRST SCHEDULE.		
By the repeal of the following items:		
(i) Ex 32 (b) (i) (A)	Skimmed milk powder, in bulk	Free
(ii) Ex 33 (1) (d)	Cashew nuts	Free
(iii) Ex 76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.:	
	(a) Containing more than 40% of wool *ad val.*	20%
	(b) Containing more than 50% of silk, n.e.e. *ad val* or per sq. yd.	20% £0 0s. 3½d. whichever duty shall be the greater
	(d) Containing more than 50% of flax, n.e.e. Weighing less than 4 oz. per sq. yd. *ad val.* or per sq. yd.	20% £0 0s. 3½d. whichever duty shall be the greater
(iv) Ex 81	Threads and yarns, n.e.e.:	
	Ex (a) Cotton yarn, being dyed or having no single thread of a cotton count number within the range 7 to 50 inclusive or having a free on board value exceeding £0 8s. 0d. per pound in weight	Free
	Ex (a) Yarns manufactured from textile waste	Free
	Ex (b) Yarns manufactured from textile waste	Free
	NOTE: Cotton count number shall be deemed to be calculated by the English Cotton Count System.	
(v) Ex 212	Glacial acetic acid	Free
(vi) Ex 241	Potassium xanthate	Free
(vii) Ex 244 (a)	Soda ash, in bulk	Free
(viii) Ex 279 (a)	Round logs of a free on board value exceeding £0 4s. 0d. per cubic foot; stripped of bark and roughed down but not further treated	Free
By the insertion, in numerical order, under the appropriate headings, of:		
Ex 76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.:	
	(d) containing more than 50% of flax, n.e.e.;	
	Weighing less than 4 oz. per sq. yd. *ad val.* or per sq. yd.	20% £0 0s. 3½d. whichever duty shall be the greater
Ex 81	Threads and yarns, n.e.e.:	
	Ex (a) Cotton yarn, being dyed or having no single thread of a cotton count number within the range of 7 to 50 inclusive or having a free on board value exceeding £0 8s. 0d. per pound in weight	Free
	Ex (a) Yarns manufactured from textile waste	Free
	Ex (b) (i) Yarns manufactured from textile waste	Free
	Ex (b) (ii) Yarns manufactured from textile waste	Free
	NOTE: Cotton count number shall be deemed to be calculated by the English Cotton Count System.	
Ex 279 (a) (ii)	Round logs of a free on board value exceeding £0 4s. 0d. per cubic foot, stripped of bark and roughed down but not further treated	Free

Item No.		Effective Rate
	The Second Schedule to the principal regulations is repealed and the following is substituted:	
	SECOND SCHEDULE.	
10 (1)	*ad val.*	5%
13 (a)		Free
15 (a) (i)		Free
15 (a) (ii)		Free
15 (e) (i)		Free
58		Free
74 (b) (i)		Free
74 (b) (ii)		Free

Item No.		Effective Rate
86 (1) (b) (ii)		Free
86 (1) (b) (iii)	*ad val.*	10%
87 (1) (a) (i)	*ad val.*	5%
87 (1) (b)	*ad val.*	5%
93 (1) (b) (ii)	*ad val.*	10%
103 (1) (b)	*ad val.*	10%
103 (1) (c)	*ad val.*	10%
129 (b) (ii)		Free
129 (b) (iv)		Free
129 (c) (ii)		Free
129 (c) (iii)	*ad val.*	10%
129 (d) (iv)	*ad val.*	10%
129 (e)	*ad val.*	10%
197 (a)		Free
197 (b)		Free
273 (d)	*ad val.*	5%
285 (3)		Free
330 (3) (a)		Free
330 (3) (b)		Free

Item No.		Effective Rate
	THIRD SCHEDULE. The Third Schedule to the principal regulations is amended by the repeal of the following items:	
9	*ad val.*	5%
16	*ad val.*	5%
32 (b) (i) (A)	*ad val.*	1d. per lb.
38 (1)	*ad val.*	5%
38 (3)	*ad val.*	5%
60	*ad val.*	5%
64	*ad val.*	5%
74 (a) (ii)	*ad val.*	20%
80 (b)	*ad val.*	5%
81 (b) (iii)	*ad val.*	5%
81 (C)	*ad val.*	5%
82 (1)	*ad val.*	10%
82 (2)	*ad val.*	5%
88 (2)	*ad val.*	5%
92	*ad val.*	5%
94 (b)	*ad val.*	5%
97 (1)	*ad val.*	5%
97 (2) (a)	*ad val.*	5%
97 (2) (b)	*ad val.*	5%
97 (2) (c)	*ad val.*	5%
101 (1)	*ad val.*	5%
101 (2)	*ad val.*	10%
103 (1) (a)	*ad val.*	5%
103 (2)	*ad val.*	5%
107 (1)	*ad val.*	5%
107 (3)	*ad val.*	5%
109	*ad val.*	5%
117 (1)	*ad val.*	5%
117 (2)	*ad val.*	5%
118 (a) (i)	*ad val.*	5%
118 (c) (iii)	*ad val.*	5%
119 (1) (e)	*ad val.*	10%
119 (3) (b) (ii)	*ad val.*	15%
120 (d)	*ad val.*	5%
121	*ad val.*	5%
122 (1) (h)	*ad val.*	5%
123 (a)	*ad val.*	5%
123 (b)	*ad val.*	5%
124	*ad val.*	5%
125 (a)	*ad val.*	5%
125 (b)	*ad val.*	5%
126 (1)	*ad val.*	5%
128	*ad val.*	10%
130 (1)	*ad val.*	5%
130 (2)	*ad val.*	5%
131 (1) (b)	*ad val.*	5%
131 (2)	*ad val.*	5%
134 (a) (iii)	*ad val.*	5%
134 (e) (ii)	*ad val.*	5%
134 (f) (ii)	*ad val.*	5%
134 (i)	*ad val.*	5%
136 (1) (d)	*ad val.*	5%

(Continued on next page)

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RHODESIA, *continued*

Item No.	Effective Rate
136 (2) (c)	*ad val.* 5%
138	*ad val.* 5%
139 (a)	*ad val.* 5%
139 (c) (i)	*ad val.* 5%
139 (c) (iii)	*ad val.* 5%
139 (d)	*ad val.* 5%
140 (2)	*ad val.* 5%
141 (1)	*ad val.* 5%
143 (4)	*ad val.* 5%
145	*ad val.* 5%
146	*ad val.* 5%
147 (1) (b)	*ad val.* 5%
147 (2)	*ad val.* 5%
148 (2)	*ad val.* 5%
149 (4)	*ad val.* 5%
151 (1)	*ad val.* 5%
170	*ad val.* 5%
172 (a)	*ad val.* 5%
188 (a)	*ad val.* 5%
193	*ad val.* 5%
205 (a)	*ad val.* 5%
207	*ad val.* 5%
224 (1)	*ad val.* 5%
225 (b) (i)	*ad val.* 5%
226	*ad val.* 5%
230	*ad val.* 5%
231 (2)	*ad val.* 5%
240	*ad val.* 5%
241	*ad val.* 5%
244 (a)	*ad val.* 5%
244 (b)	*ad val.* 5%
244 (c)	*ad val.* 5%
246 (1)	*ad val.* 5%
246 (3)	*ad val.* 5%
246 (4)	*ad val.* 5%
255	*ad val.* 5%
258 (a)	*ad val.* 5%
259 (2) (b)	*ad val.* 5%
274	*ad val.* 5%
279 (a) (i)	*ad val.* 5%
295 (1) (a)	*ad val.* 10%
295 (1) (c) (i)	*ad val.* 10%
295 (1) (c) (ii)	*ad val.* 10%
295 (2)	*ad val.* 10%
296 (3) (b)	*ad val.* 5%
296 (4)	*ad val.* 5%
319 (a) (iii)	*ad val.* 5%
324 (a)	*ad val.* 5%
324 (b)	*ad val.* 10%
327	*ad val.* 5%
330 (1)	*ad val.* 5%
331 (1)	*ad val.* 5%

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 455, published in the South African *Government Gazette* of December 8, 1967, contains an application to the Board of Trade and Industries for increase in duty on woven fabrics of man-made fibre (continuous and discontinuous), and of cotton, of a value for duty purposes per square yard exceeding 24 cents but not exceeding 50 cents, classifiable under headings 51.04.80, 51.04.90, 51.04.99, 55.09.79, 55.09.80, 55.09.90, 55.09.99, 56.07.80, 56.07.90, 56.07.99. The application is for the duties to be increased by 10 per cent *ad valorem* in respect of most-favoured-nation countries.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 quoting reference CRE 2484/67.

Import control for 1968

THE SOUTH AFRICAN Minister of Ecoonmic Affairs has announced measures relaxing import control for 1968, as follows:

1. Traders are to be allowed advanced permits equivalent to 75 per cent of 1967 permit allocations.
2. A number of goods, as yet unspecified, are to be removed from the Restricted List.
3. The conversion rate of original permits for goods remaining on the Restricted List is to be restored to R2 for R1.
4. Certain consumer goods, as yet unspecified, are to be transferred from category 4(a)(7) of the Import Control Regulations to 4(a)(1) to (6), which will mean that permits for general merchandise in category 4(b)(i) may also be used for the import of these goods.

No changes were announced with regard to:

(a) raw materials for industry;
(b) capital goods (but the existing control will be reviewed during the year if changed circumstances so dictate).

Full details of the changes involved, when received, will be given in a later issue of the *Board of Trade Journal*.

CYPRUS

Introduction of new tariff

CYPRUS, having joined the Customs Co-operation Council, proposes to introduce as from January 1, 1968, a new Customs Tariff in which the Brussels Nomenclature system of classification has been adopted. Copies of the new Tariff (which also provides details in regard to excise duties, drawbacks, conditional reliefs, wharfage dues, etc.) may be obtained from The Government Printing Office, Nicosia, at a price of £4 exclusive of postage but including all amendments during the year 1968.

New Customs procedures

CONCURRENTLY with the introduction of the new Tariff in Cyprus, revised Customs procedures will become operative. *Inter alia*, these require that values for duty purposes shall be declared by importers in accordance with provision of the Brussels Definition of Value. (For imports not exceeding £100 in value, formal declarations of value by importers may be waived.)

Commonwealth preference

FOR THE PURPOSE of establishing title to Commonwealth Preference Certificates of Origin and Consignment will, as from January 1, 1968, be required in Cyprus instead of certificates of Origin and Value. The new forms of origin and consignment accord in size, format and content with recommendations of the Commonwealth Economic Committee. The forms are for use as follows:

	Form No.	
Primary products	A.....	Where the exporter is also the grower, producer or supplier.
	A(1).....	Where the exporter is independent of the grower, producer or supplier.
Manufactured goods (other than tobacco products)	B.....	Where the exporter is also the manufacturer.
	B(1).....	Where the exporter is independent of the manufacturer.
Manufactured tobacco	C.....	Where the exporter is also the manufacturer.
	C(1).....	Where the exporter is independent of the manufacturer.

Specimen copies of the above forms have been supplied to all Chambers of Commerce and Industry in Cyprus and to the Cyprus High Commission Trade and Tourist Centre, 211-213 Regent Street, London, W.1. Further specimen copies will be supplied on application to The Director, Department of Customs and Excise, Headquarters, Nicosia, or to The Commercial Department, British High Commission, Nicosia.

Inquiries about the above notices should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

KUWAIT

Insecticides and rodent poisons

THE MINISTRY of Public Health has announced that drug importers may only import insecticides under a licence issued by the Ministry, and that such insecticides and their packages should fulfil the requirements provided for in the Ministerial Decision No. 47/66, published in the Kuwait *Official Gazette* No. 588 of August 7, concerning the import and sale of insecticides and rodent poisons in Kuwait.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference CRE/4420/G.

CEYLON

Import control

THE BOARD OF TRADE has received copies of the Ceylon Import Control Notices Nos. 17/67, 18/67 and 19/67 and which read as follows:

Import Control Notice No. 17/67

This notice contains a further list of proprietary drugs which may be imported into Ceylon on licences issued by the Controller of Imports and Exports in terms of Import Control Notice No. 25/64, published in the *Board of Trade Journal* of January 15, 1965, page 136. The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468/9).

Import Control Notice No. 18/67

This notice amends Import Control Notice No. 36/63, which was published in the *Board of Trade Journal* of November 8, 1963, page 1061. This previous notice listed drugs of the ayurvedic group which could be imported without individual import licences; this list has now been amended by the deletion of several items. Details may be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468/9).

Import Control Notice No. 19/67

This notice deals with the revalidation of 1967 import licences and states:

'Importers are hereby informed that all import licences (Trade, Direct User and Actual User) issued this year expiring on December 31, 1967, should be utilized before that date. Importers who desire revalidation of Trade and Direct User Licences are requested to apply to the Import Control Unit concerned on or before January 15, 1968 under registered cover. Importers who desire revalidation of their Actual User licences should apply in *duplicate* to the *Industrial Officer-in-charge* of the appropriate section of the Regulation Division of the Ministry of Industries and Fisheries on or before January 15, 1968, under registered cover. Each application should give the following details and should be accompanied by the relevant import licences:

(i) Name of Licensee: .....
(ii) Licence No. and date of Licence: .....
(iii) Value of Licence: .....
(iv) Amount utilized as at date: .....
(v) Amount that will be utilized before December 31, 1967: ..
(vi) Amount in respect of which revalidation is required: .....

2. Revalidation, if granted, will be on the basis that the value of the licence or part therof which is revalidated would be a debit against the 1968 allocation.

3. Applications need not be made in respect of any licences the validity of which has already been extended beyond December 31, 1967. However, the amount that will be utilized before December 31, 1967 and the amount that will be utilized thereafter should be indicated to the respective Unit in the Import Control Department or the respective section in the *Regulation Division of the Ministry of Industries and Fisheries*. The condition referred to at paragraph 2 above will apply to these licences as well.'

'Enhancement of licences consequent on devaluation

'All importers are hereby informed that all outstanding balances on 1966 and 1967 licences as at November 22, 1967, will be enhanced to take account of the changes in exchange rates consequent on the devaluation of the Ceylon Rupee. The amount of enhancement which would depend on the source of imports and the currency in which payments will be made, should be ascertained from the importer's bank. Outstanding balances mean the difference between the full value of the licence and the amount debited by the bank against that licence as at November 22, 1967.

'All importers are requested to pay the additional licence fee on the enhanced amount, which they should ascertain from their bankers before applying to the relevant Import Control Unit for enhancement and debiting.

'Any new licence issued for 1967 after November 22, 1967, will also be enhanced as above.'

The Board of Trade has been informed by the British High Commission in Colombo that licences will not be enhanced on account of increased prices from foreign suppliers.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

MALAYSIA

Pioneer Industries Ordinance, 1958 (1)

THE MALAYSIAN Government *Gazette* dated November 23, 1967, announces that it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(a) Manufacture of toys	Toys of metal, plastic, rubber and wood, all types.
(b) Manufacture of industrial machinery and parts.	(i) Track chains and components (ii) Top and bottom rollers and components (iii) Sprockets, idlers and components (iv) Grouser shoes, bolts and nuts
(c) Manufacture of electric appliances	(i) Electric steamboats (ii) Electric sterilizers

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Malaysia.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before December 22, 1967, of his objections and of the grounds on which they are based.

Pioneer Industries Ordinance, 1958 (2)

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced that the following industries and products have been declared pioneer industries and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
1. Manufacture of miscellaneous metal products	Gas cookers
2. Manufacture of containers	Accessories for containers for the transport of containerized cargo
3. Manufacture of transport equipment	(i) Rolling stock (ii) Bogies for trailers and semi-trailers (iii) Caravans
4. Miscellaneous manufacturing industry, n.e.s.	Self-adhesive tapes, all types

The proposal designate these products as announced in the *Board of Trade Journal* of September 8, 1967, page 609. Inquiries regarding pioneer industries legislation should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 1237/4/G.

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	*Products*
1. Textiles	Laces, all types
2. Animal feed	(i) Blood meal (ii) Meat and bone meal (iii) Leaf and grass meal
3. Manufacture of miscellaneous chemical products	Xanthins
4. Manufacture of rubber products	Granulated rubber

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of October 27, 1967, page 1072.

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **hot water bags** (tariff item 40.12.200).

This reference is the result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable is given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
40.12	Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber:		
40.12.200	Hot water bags	35%	20%

NOTE: A temporary additional duty of an amount per hot water bag equal to the amount by which the f.o.b. price in Australian currency is less than $A0·52 per bag, has been imposed

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than December 28.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2445/67.

Special Advisory Authority inquiry result

A NOTICE WAS published in the *Board of Trade Journal* on November 3, 1967, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of:

Hot water bags (Tariff item 40.12.200).

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations a temporary additional duty has been imposed, being an amount per hot water bag equal to the amount by which the f.o.b. price, in Australian currency, is less than $0.52 per bag.

This new duty does not apply to goods in transit on, or before, October 27, 1967. Further details will be published as soon as possible.

Revision of Customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New by-laws

The following goods will be admitted under by-law until further notice:

The Power-Gas Corporation Limited of Stockton-on-Tees, a member of the Davy-Ashmore Group, in association with their Indian subsidiary have received an order for the engineering and building of a copper flash smelter worth approximately Rs.4.8 crores for the Indian Copper Corporation Limited. Seen at the signing of the contract are (from left to right): Mr. Louis Jackson, Mr. S. S. K. Ghosh, Mr. H. W. G. Stamper, Mr. V. T. Evenson, and Mr. P. Sen.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Medicaments:		
Ampicillin and cloxacillin, combined	30.03	Free
Chlorinated polyethylene	39.02	Free

Period by-laws:

The following goods will be admitted under by-law provided they are entered as set out below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Tubes, steel, rectangular hollow section, having a circumference of 12 inches or greater and conforming to B.S.S.15 or B.S.S.968 for material, being goods that are entered for home consumption on or before December 31, 1967	73.18	Free

Amended by-laws:

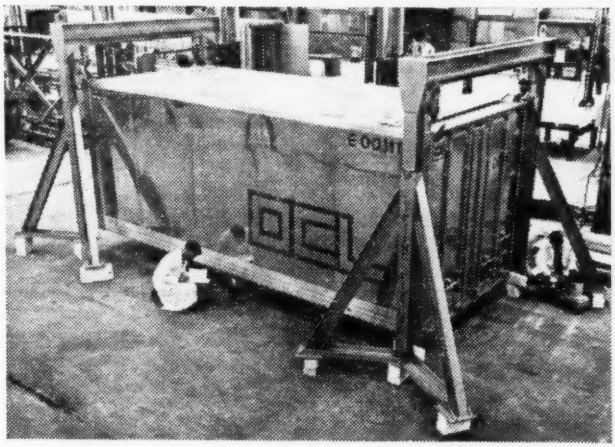
The following by-laws have been amended to apply to the goods, as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Goods for use in or in connection with the exploration for petroleum and in the development of petroleum wells including replacement parts therefor and mechanical driving units and apparatus for transmitting power from the driving units to the driven units, but not including the following goods and parts therefor: apparel of all kinds earth moving machines, machinery and vehicles foodstuffs including beverages lubricants and fuels of all kinds goods used in or in connection with the raising of petroleum to the well head or to control, treat, store or convey such petroleum natural barium sulphate ships, boats and other floating structures tobacco or tobacco products road vehicles of general purpose kinds welding materials for use in rebuilding or hard facing, as follows: agglomerated alloy bearing fluxes other materials whether bare or flux coated, as follows: rods electrodes of solid drawn wire or cast alloys metal tubes containing metallic granules or metallic powders *Note:* For the purposes of this by-law petroleum includes both oil and natural gas	Various	Free
Butters, as follows: Pipe, exceeding 3 inches pipe capacity but not including link pattern pipe cutters	82.03	Free
Vices, but not including the following: metal workers' bench vices other than: vices, equipped with rotary jaws to adapt them to hold various shapes of work vices with jaws less than 2·25 inches metal workers' leg vices plumbers' vices other than: chain type vices having a capacity exceeding 6 inches vices of a kind used solely or principally with machines woodworkers' vices	82.04	Free
Rivets, tubular, of the kind upset by an internal broaching mandrel, as follows: of copper of other metals in sizes ½ inch diameter or larger	83.09	Free

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
diSodium hydrogen orthophosphate, analytical reagent quality. The by-law still applies to these goods provided they are in direct transit to Australia on November 9, 1967, and are entered for home consumption within 21 days after importation; or, in bond in Australia on November 9, 1967, and are entered for home consumption on or before December 8, 1967	28.40.100	30%
Medicaments: Vasopressin (Lysine)	30.03	..
Cutters, pipe, link pattern, exceeding 3 inches pipe capacity. The by-law still applies to these goods provided they are in direct transit to Australia on November 2, 1967, and are entered for home consumption within 21 days after importation; or, in bond in Australia on November 2, 1967, and are entered for home consumption on or before December 1, 1967	82.03.200	12½%
Vices, plumbers', chain type, having a capacity in excess of 4 inches and up to and including 6 inches. The by-law still applies to these goods provided they are in direct transit to Australia on November 9, 1967, and are entered for home consumption within 21 days after importation; or, in bond in Australia on November 9, 1967, and are entered for home consumption on or before December 8, 1967	82.04.231	17½%
Rivets, steel, tubular, of the kind upset by an internal broaching mandrel in sizes less than ½ inch diameter. The by-law still applies to these goods provided they are in direct transit to Australia on November 9, 1967, and are entered for home consumption within 21 days after importation;, or in bond in Australia on November 9, 1967, entered for home consumption on or before December 8, 1967	83.09.300	30%, less $0·003 per lb.
Vibratory massagers of a kind falling within paragraph 90.18.910. The by-law still applies to these goods provided they are in direct transit to Australia on November 2, 1967, and are entered for home consumption within 21 days after importation; or, in bond in Australia on November 2, 1967, and are entered for home consumption on or before December 1, 1967	90.18.910	20%



An order has been placed on behalf of Overseas Containers Ltd. with Crane Fruehauf Trailers Ltd. for 5,000 containers, the value of which is approximately £3 million. The containers are required by OCL for their fleet of six container ships now under construction to be used on their United Kingdom-Australia-United Kingdom service due to start early in 1969. The picture shows an OCL container being tested in a test rig at Crane Fruehauf Trailers Ltd., North Walsham factory.

CANADA

Customs ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes:

Of a 'class or kind made in Canada':

Single row tapered roller bearings in sizes from 5 inches up to 6.625 inches outside diameter, inclusive.

(Ruling effective January 4, 1968).

Note:

Single row tapered roller bearings in sizes up to but not including 5 inches outside diameter are already ruled to be of a 'class or kind made in Canada'.

The above information is contained in Canadian Department of National Revenue Memorandum D.51-18-1 dated December 4, 1967.

Amendments to Excise Act and Excise Tax Act in Autumn Budget proposals

IN HIS BUDGET speech to the Canadian House of Commons on November 30, the Canadian Minister of Finance proposed the following changes in the Excise Act, the Excise Tax Act, and the Customs Tariff as follows:–

Excise Act Resolution

That it is expedient to introduce a measure to amend the Excise Act and to provide among other things:

1. That effective December 1, 1967, the duty of excise on spirits distilled in Canada be increased from thirteen dollars to fourteen dollars and twenty-five cents per proof gallon.
2. That effective December 1, 1967, the duty of excise on Canadian brandy be increased from eleven dollars to twelve dollars and twenty-five cents per proof gallon.
3. That effective December 1, 1967, the duty of excise on all beer or malt liquor be increased from thirty-eight cents to forty-two cents per gallon.

Excise Tax Act Resolution

That it is expedient to introduce a measure to amend the Excise Tax Act to provide among other things:

1. That effective December 1, 1967, the excise tax on each five cigarettes or fraction of five cigarettes contained in any package be increased from two and one-half cents to three cents.
2. That effective December 1, 1967, the excise tax on each pound of manufactured tobacco, including snuff but not including cigars and cigarettes, be increased from 80 cents per pound to 90 cents per pound.
3. That effective December 1, 1967, the excise tax on cigars be increased from 15 per cent to 17½ per cent.
4. That effective December 1, 1967, an excise tax of
   (a) two and one-half cents per gallon on wines of all kinds containing not more than 7 per cent of absolute alcohol by volume, and
   (b) five cents per gallon on wines of all kinds containing more than 7 per cent of absolute alcohol by volume,

   be imposed in addition to any other excise tax imposed by the said Act payable at the time of sale by the Canadian manufacturer and at the time of importation or withdrawal from bonded warehouse by the importer or transferee who takes imported wines out of bond for consumption.

Customs Tariff

Resolved, that the *Customs Tariff* be amended by adding thereto a section as follows:

There shall be levied, collected and paid as a Customs duty on all goods hereinafter enumerated in this section when imported into Canada or taken out of warehouse for consumption therein, in addition to the duties otherwise established, an amount determined as follows:

(*a*) *in the case of goods enumerated in tariff items* 15605-1, 15610-1, 15615-1, 15620-1, 15625-1, 15625-2, 15630-1, 15635-1 *and* 15640-1, *one dollar and* 25 *cents per gallon of the strength of proof; and*

(*b*) *in the case of ale, beer, porter and stout enumerated in tariff item* 14700-1, 4 *cents per gallon.*

Resolved, that any enactment founded upon the foregoing resolution shall be deemed to have come into force on the 1st day of December, 1967, and to have applied to all goods mentioned in the said resolution imported or taken out of warehouse for consumption on or after that day and before the 1st day of January, 1968, and to have applied to goods previously imported for which no entry for consumption was made before the 1st day of December, 1967.

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UNITED STATES

Initial Federal Motor Vehicle Safety Standards

THE UNITED STATES National Highway Safety Bureau is considering amending Part 255 of the Initial Federal Motor Vehicle Safety Standards by adding a definition of 'incomplete' motor vehicles and specifying labelling requirements for these vehicles.

The purpose of the proposed amendment is to require 'incomplete vehicles' to meet all existing safety standards insofar as those standards describe performance requirements against which the incomplete vehicle can be evaluated.

The term 'incomplete vehicles' includes trucks, buses and other multi-purpose motor vehicles produced in two or more stages of manufacture, often by two separate manufacturers.

The proposed rule provides that vehicles assembled from 'incomplete vehicles' must meet all standards in effect on the date of completion: except that a completed vehicle using an 'incomplete vehicle' manufactured prior to January 1, 1968, which is completed on or before June 30, 1968, will not be subject to the standards. This six-month period is considered sufficient to allow the orderly completion of all 'incomplete vehicles' manufactured prior to 1968.

The proposed rule further provides for manufacturers of 'incomplete vehicles' manufactured subsequent to January 1, 1968, to affix a label to the vehicle showing the date of production and the Federal Motor Vehicle Safety Standards applicable to its stage of completion.

Interested persons are invited to submit written views and data on this proposal. The reference 'Docket No. 21 Notice 67-6' must be given on all comments to be submitted in 10 copies to the National Highway Safety Bureau, Attention: Rules Docket – Room 512, Federal Highway Administration, United States Department of Transportation, Washington DC, 20591, to arrive on or before December 22, 1967.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Broom corn—investigation

THE *Board of Trade Journal* dated November 10, 1967 gave notice of an investigation by the United States Tariff Commission to determine whether broom corn is, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry concerned.

The Tariff Commission has now announced that the hearing arranged to be held in Washington on January 16, 1968 in connection with this investigation has been cancelled. In lieu thereof a public hearing will be held beginning at 10 a.m. MST on February 1, 1968 in the Auditorium, Main Post Office Building, 18th and Stout Street, Denver, Colorado.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Branch, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

DOMINICA

Importation of laundry soap

THE DOMINICAN Ministry of Trade and Industry has announced that the importation of laundry soap from any source whatsoever will not be permitted without the support of an import licence issued by that Ministry prior to the placing of orders.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING PRODUCTS have been declared 'pioneer products' for the purposes of the above law:

Metal hand-trucks, metal wheel barrows and metal trolleys.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 27, 1967, page 1079.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, PO Box 225, Port of Spain Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the following new items:

712.02.09	Machinery and appliances for the harvesting of sugar cane.
732-01.011	Motor cars (not exceeding 3,000 lb. in weight) complete.
732-01.021	Motor cars (exceeding 3,000 lb. in weight) complete.
732-01.09	Station wagons (or estate cars).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Devaluation and price controls

FOLLOWING the Jamaican Government's decision to devalue the J.£ by the same amount as the £ sterling, the Ministry of Trade and Industry introduced, on November 22, 1967, the Merchandise Control (Miscellaneous Prices) Order, 1967. The effect of this Order is to prohibit the sale of any article by retailers, wholesalers or distributors at a price in excess of that charged immediately prior to devaluation.

On December 1 a further Order was introduced which permits limited price increases in respect of certain items imported from countries which have not devalued their currencies.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 222 7877, Ext. 2627).

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The Board of Trade maintains a liaison service through which the Centre's activities in the United Kingdom are facilitated. Information about the Centre can be obtained from the United Kingdom Liaison Officer, Mr. G. W. Wilcock, at Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Consumption levels (A)	30 June 1967
Household consumption (Q)	This week
Footwear industry orders (M)	This week
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	24 Nov. 1967
Trend in exports of manufactures (A)	27 Oct. 1967
World trade and production (Q)	8 Dec. 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	8 Dec. 1967
Value of overseas trade (M)	24 Nov. 1967
Value of overseas trade: analysis of trends (Q)	10 Nov. 1967
Gold and convertible currency reserves (M)	8 Dec. 1967
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	17 Nov. 1967
Business (M)	8 Dec. 1967
Industrial building provisional figures (Q)	27 Oct. 1967
Industrial production:	
Index nos. (M)	1 Dec. 1967
N. Ireland index (M)	1 Dec. 1967
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	8 Sept. 1967
Investment and earnings overseas (A)	30 June 1967
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	6 Oct. 1967
Deliveries (Q)	4 Aug. 1967
Production (M)	8 Dec. 1967
Motor industry:	
Car and commercial vehicle production (M)	1 Dec. 1967
Motor trades turnover (M)	1 Dec. 1967
Nationalized industries overdrafts (M)	1 Dec. 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Dec. 1967
Retail prices index (M)	24 Nov. 1967
Retail trade:	
Index nos. (M)	8 Dec. 1967
N. Ireland index (M)	24 Nov. 1967
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	1 Dec. 1967
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers, wholesalers' and distributors' (Q)	8 Dec. 1967
Retail (M)	8 Dec. 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	24 Nov. 1967
Cotton production (M)	24 Nov. 1967
Wholesale houses sales (M)	17 Nov. 1967
Wool exports (Q)	24 Nov. 1967
Wool output (M)	24 Nov. 1967
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	1 Dec. 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade addresses	18 Aug. 1967
Board of Trade organization	1 Dec. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	8 Dec. 1967
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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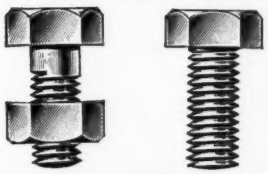

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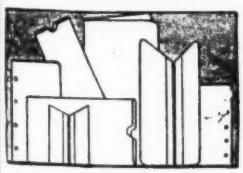

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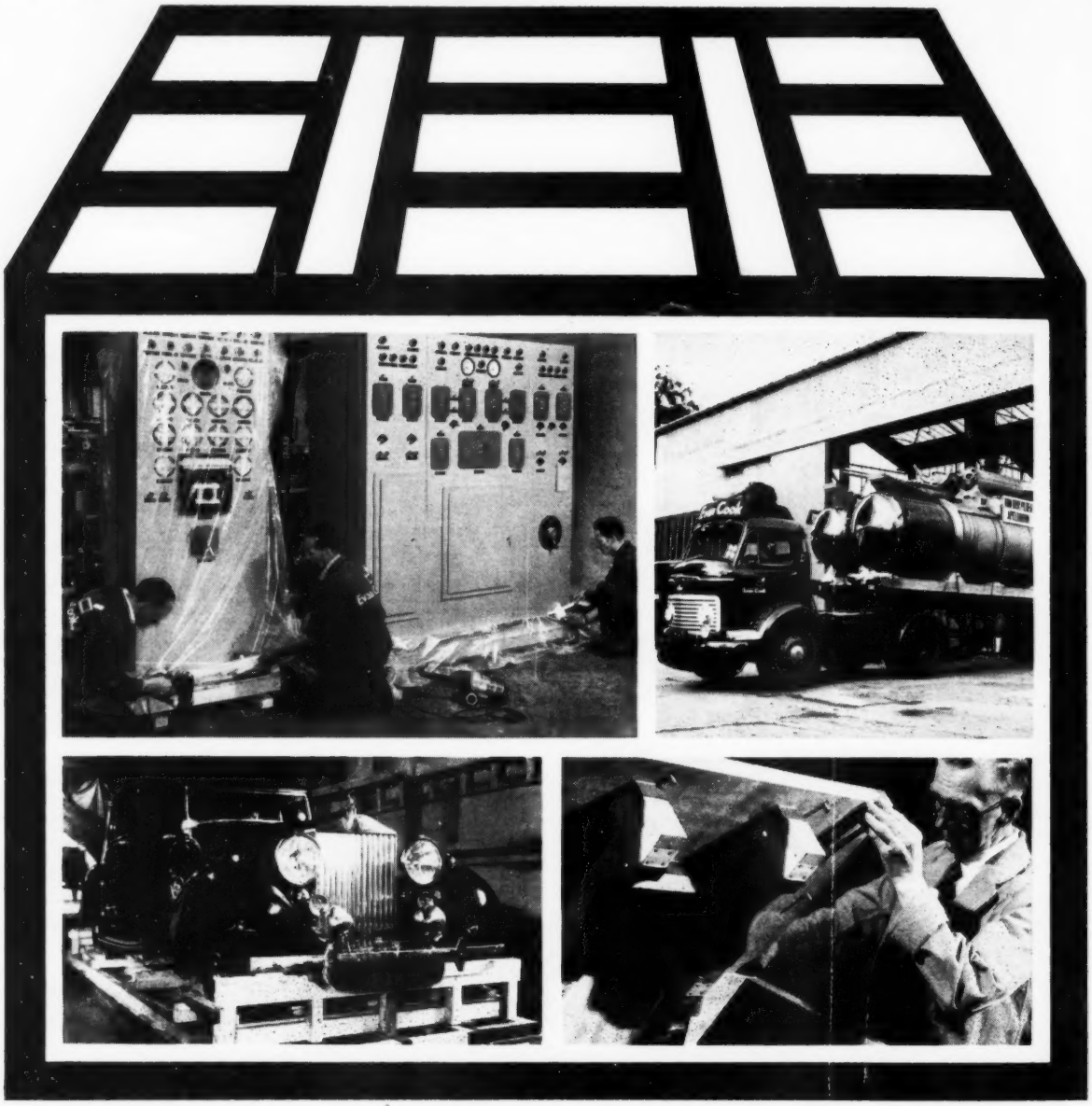

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Boom in British store promotions overseas

'Bravo Britannia' (USA) . . . 'Great things from Britain' (Canada) . . . 'En direct de Londres' (France) . . . 'England zu Besuch Bei Hertie' (Germany) . . . 'Swinging London' (Zambia) . . .

SLOGANS such as these, in a multitude of languages, are used to proclaim special promotions of British goods in stores in many countries. They represent business worth many thousands of pounds to British manufacturers of all kinds of consumer goods.

There are now more than 200 such British promotions each year, and their number is steadily increasing. Store managers are hard-headed businessmen; they put on these promotions because it is in their own interest to do so – because, in fact, British goods bring in the customers.

There has been a remarkable growth in the number and range of these events since April 1960, when the Board of Trade became their focal point in this country. In that year five stores held British promotions, three of them in Europe. In 1966/67 there were 213: 39 in Europe, 158 in the United States, and 16 in other territories, including the Far East. Figures for the current half-year (which has included two major promotions in Japan) indicate that the rise is continuing.

Store promotions may last for a week, two weeks, or even longer. Some of them are relatively small, but nevertheless of great value as representing a breakthrough in an area which may not previously have shown itself receptive to British products. Others are ambitious projects for which a very considerable amount of additional British goods will be stocked, and which may concern not only the main store but also all its branches in simultaneous promotions throughout the country.

The stores themselves spare no effort to back their buying with every kind of promotional device that may attract custom. Elaborate store dressing may include mock-ups of famous London stores or streets – even, in one case, a complete village built on the roof of the store – replicas of the Crown Jewels, of Eros, Big Ben and the new Post Office Tower; models of Tower Bridge and the new Forth Bridge, etc. There may be exhibitions of gold and silver both modern and traditional, antiques and rarities of great value on loan from museums and private collections, as happened in Tokyo this year, as well as examples of the latest in British design. Live attractions are also often called for; British policemen, a town crier, a London bus and crew, British military personnel and craftsmen or a British theatre company add a personal touch to the scene.

Major store promotions, especially in the United States, very often become town-wide so that, for example, famous British pictures are featured in the local galleries, and British drama, ballet and symphony in the theatres; there are sporting fixtures, cultural and educational exchanges with universities and civic authorities.

At the Loeb 'British Fortnight' in Berne goods from the United Kingdom were displayed in a 'shopping street' of 20 boutiques. Here, crowds stream past the Scottish piper – a popular figure at the store.

All this is organized locally. The Board of Trade does not subsidize any store promotion with a cash payment, nor does it initiate or organize them. But, depending always on the amount of new buying which the store will agree to do – and this is the essence of this rewarding co-operative effort between the stores and the official services – it does do a great deal to help to get the store's plans off the ground in the provision of ideas and features and through introductions to agencies or individual firms in Britain who are able to offer attractive displays. With the help of commercial officers overseas, the Area Committee of the BNEC, and the Export Services Branch, the Board also guides visiting store buyers to likely new suppliers in the United Kingdom. The Board, moreover, holds large and varied stocks of display material which can be provided to the store free of charge for promotions given official support.

In addition, under the Board's Co-operative Advertising Scheme, officially supported British store promotions overseas provide valuable advertising opportunities for British manufacturers. Up to half the cost of such advertising can be recovered from the Board of Trade where a suitable group of advertisers can be formed.

Lists of forthcoming store promotions, together with the addresses of the appropriate London Buying Houses, are shown on the last page and published three times a year in the *Journal*. British manufacturers can obtain further information from the British Weeks and Store Promotions Directorate, Board of Trade, Kingsgate House, 66/74 Victoria Street, London, S.W.1: for Europe, Room 202, Tel. 01-828 1288, Ext. 7249, for the rest of the world, Room 215, Tel. 01-222 7877, Ext. 2760.

Left: HIH Princess Chichibu cuts the ribbon at the opening ceremony of an exhibition of many fine items of the Victorian period from museums and private collections in Britain, including Queen Victoria's coronation robes, which drew thousands of visitors to the Seibu department store in Tokyo in September. Right: Mr. Stanley Marcus, president of the Neiman-Marcus store in Dallas, Texas, said of business done during their recent British promotion, 'We broke all records'. He is seen here (left) with HRH Princess Alexandra and her husband talking to Mr. Gordon Baxter (extreme right) whose products achieved spectacular success.

Men's clothing was among the great variety of products that found a ready sale at the Mitsukoshi store in Tokyo during their British promotion in September.

British mini-car draws the attention of people queueing at the cash-desk at The Killian Co. of Iowa, during their British promotion this autumn.

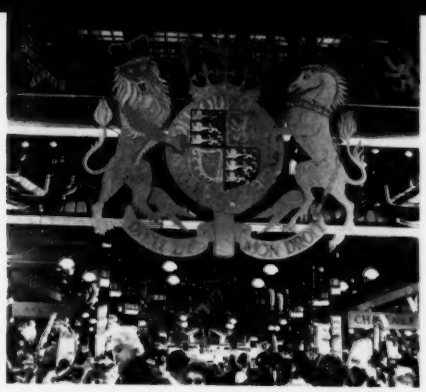
Above: *Fine display of British china at 'Swinging London' promotion at the CBC store, Lusaka, Zambia.*

Above: *Interior tapestry designs from an Oxford workshop attracted lively interest during the promotion staged by the Famous-Barr Company of St. Louis in September.*

Below: *The largest British store promotion ever held in France took place in September in the Au Printemps Paris store and its 38 branches. Lord Chalfont (centre), who opened the promotion, is seen visiting the food section. This promotion followed the very successful participation by Au Printemps at the British Week in Lyons.*

Below: *The British Ambassador, Sir Peter Garran, was 'passenger of honour' on a London bus when it visited The Hague at the beginning of a tour including Amsterdam and Rotterdam to give free rides to De Gruyter customers during their 'Swinging London' promotion this summer. De Gruyter en Zoon NV is a leading Dutch grocery chain with some 550 retail outlets in Holland.*

Gay decorations at the Marui-Imai store during their British promotion in November. Marui-Imai, at Sapporo on the northern main island, was one of three provincial Japanese promotions held this autumn, the other two being at Nagoya.



The outsize royal cypher that decorated three floors of the Au Bon Marché store, Paris, devoted to British goods during October 1966.

Above: *British fashion display drew vast crowds at the 'Meet Young London' promotion at the Bergen store of Sundt and Co., in October.*

Right: *An English village, complete with inn and other shops, was built on the roof of the Rich's store in Atlanta. Rich's British promotion was among the most successful held in 1966.*

Below: *Model of Piccadilly Circus, complete with Eros, street names and illuminated advertisements, was erected by Stockman's of Helsinki as a centre-piece for their British promotion in September 1966.*

Ingenious window-dressing technique at the Kolbo Shalom, Tel Aviv, store, gives an impression of looking out into Regent Street.

Above: *Striking display of men's and women's clothing and accessories at the Kloverhuset store, Bergen, in October, where ready-to-wear garments from Britain made a big impact.*

Below: *E-type Jaguar, resting on four Wedgwood tea-cups, was one of the attractions at the British promotion at George's Ltd., of Melbourne, in March* 1966.

Store promotions for 1968

EXCELLENT opportunities exist throughout the world for more and more British consumer goods manufacturers to take advantage of the special promotions of our goods. Some of the major British store promotions being supported by the Board of Trade during 1968 are listed below. Further details about any of the events may be obtained from the Board of Trade officer named against the event (Tel. 01-828 1288, except where otherwise stated).

Place	Name of Store/Event	1968	Contacts
Europe			
Sweden	Kooperative Forbundet (Food promotions probably in at least 800 shops)	February	Mr. G. F. Snell, Ext. 7249, *or* Mr. T. Teian, Scandinavian Co-operative Wholesale Society, 3 Tower Hill, London, E.C.3. (Tel. 01-626 2831)
Denmark	(i) IRMA Group (A promotion of foodstuffs in 125 stores) (ii) Danish Hardware Retailers' Association (750 stores taking part) (iii) Schous Fabriker A/S (350 stores selling clothing and household linen)	Spring	Mr. A. E. H. Sammons, Ext. 7251
Salzburg (Austria)	Joint promotion of four stores: Opferkuch Textilhaus (Fashions and speciality children's wear) Gehmacher (Carpets and curtains) Mayer, Neumayer & Co. (Cloth for fashions) Stranz & Scio (Delicatessen)	Spring	Mr. A. E. H. Sammons, Ext. 7251
Frankfurt (W. Germany)	Hertie Group simultaneously in all 63 branches. (All ranges of consumer goods, especially clothing and textiles)	March 18-31	Mr. G. F. Snell, Ext. 7249
USA			
New York (All-British promotion)	R. H. Macy & Co. Inc. (All types of consumer goods)	Autumn	Mr. R. A. Hillier, Ext. 7240, *or* London Buying House: R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1. (Tel. 01-734 4583)
Cleveland (All-British promotion)	The May Company	October 14-November 7	As above
St. Louis (8-city promotion)	Famous-Barr	October 14-26	As above
Pittsburgh(International promotion)	Kaufman's	October 7-26	As above
Canada			
Vancouver	Hudson Bay Co. (All types of consumer goods)	May 9-18	Mr. R. A. Hillier, Ext. 7240, *or* London Buying House: Associated Merchandising Corporation, 1B Baker Street, London, W.1. (Tel. 01-486 4721)
Victoria	" "	June 3-10	
Australia			
Perth, Adelaide, Sydney, Canberra, Wollongong, Newcastle, Wagga Wagga, Brisbane	David Jones (14 stores in four states. China, glassware, textiles, hosiery, gloves, floor coverings, furnishing fabrics, shoes, handbags, hardware, foodstuffs, toys, knitwear and costume jewellery, etc.)	April/May/June/July	Mr. C. S. Stappard (Tel. 01-222 7877, Ext. 2761), *or* London Buying House: David Jones Ltd., 315 Regent Street, London, W.1. (Tel. 01-580 1555)
Melbourne	Ball & Welch (All types of consumer goods)	April 22-May 4	As above